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For Executives Who Buy

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Acceptance under the Act of June 5, 1934, at New York,
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HOW MUCH, WHERE, and WHAT COMPANIES

Have increased their advertising?

Detailed information as to how much and where
companies have increased their advertising is easy
to obtain instantly in the 1941 Annual Book of Brad-
Vern's Reports just issued.

This Report is a compilation of the schedules of
approximately 25,000 advertisers as they are re-
flected in the 419 publications covered. It repre-
sents the second major step in a continuing study
begun as of January 1, 1939, for the eventual pur-
pose of indexing all display advertising appearing
in all important publications addressed to business
and industry. It contains more than twice as much
information as the 1940 Report which, in turn, pro-
vided more data on such advertising schedules
than had ever before been available. With this
Report bringing the study up to June 30, 1941, the
information spans two and one-half years.

Brad-Vern's Reports are issued annually during
the list-making and space-buying season. The 1940
Report spanned 18 months to June 30, 1940. The
1941 Report includes this period in total and also
the subsequent twelve months.

Price \$12.50 per copy while the limited supply
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The Brad-Vern Company
135-21 Union Turnpike.
Flushing, N. Y.



More Than Ever Before AMERICA'S ECONOMY TRUCK!

The RIGHT Chassis + **The RIGHT Body** + **The RIGHT Engine** = **The RIGHT TRUCK**
 6 DIFFERENT WHEELBASES 126 CHASSIS AND BODY COMBINATIONS 4 DIFFERENT ENGINES *For Today's Tough Job!*



FORD ENGINE AND PARTS EXCHANGE PLAN

*Will Keep 'Em Rolling Through the Hard
Truck Days Ahead*

• As a plus value when you buy a Ford Truck, you receive the benefits of a plan that extends the life of your truck far beyond the many thousands of miles you normally expect it to serve. Under this Ford Engine and Parts Exchange Plan, many vital parts, including the engine itself, may be exchanged, when necessary, at minimum cost and without loss of valuable time. Ask your Ford dealer for details of this service that means extra savings to you!

FORD MOTOR COMPANY
*Builders of Ford and Mercury Cars, Ford Trucks,
 Commercial Cars, Station Wagons, Transit Buses*

THE NEW Ford Trucks meet more than 95% of all hauling requirements and save money in mile after mile of dependable, trouble-free operation. Truck-built from the inside out—with extra strength at all critical points—low-cost Ford Trucks are the big dollar value for 1942! You have the option of six wheelbases plus 126 Ford-built chassis and body combinations. Four great engines—the 90 hp or 100 hp V-8, the new 90 hp "6", and the super-economy "4"—offer you the most flexible power-range in the entire truck field. All the proved Ford economies . . . low first cost, low operating cost, low maintenance cost . . . are yours in a truck that's right for these times, right for your job! See the new Ford Trucks—learn for yourself why they're the best and toughest ever to bear the Ford name!

Threat to Warehouses in Plans for Shipping Materials to Britain

Agreement with British Would Permit Their Control of Storage and Handling and Otherwise Would Present a Problem of Harmful Magnitude in Post-War Period

A REAL threat to warehousemen, as well as others engaged in handling American materials to be shipped to Great Britain, has been found to exist in plans set up in the Division of Defense Aid Reports under which has been set up an office of Forecast-Movements-Storage of Defense Aid Materials for the British.

In a document revealing the primary purpose of this office and signed by Major General J. H. Burns, executive officer, the following information appears:

"Following the precedent of the U. S. War Department, a series of Defense Aid Stations will be set up, by lease or construction, at strategic points under the jurisdiction of the U. S. Departments concerned with, as necessary, British representatives at each.

"Such D.A. Stations and their storage facilities will make possible the assembly (in certain cases) proper packing, repacking and marking of goods and will facilitate the keeping of an adequate record of transfer and receipt of all materials whether they pass physically through the stations or not."

In another paragraph of the document, the following appears:

"The consolidated statement, after check by British officers concerned, will be communicated to the representatives of the U. S. Maritime Commission and the British Ministry of War Transport which latter is responsible for selecting the materials for movement to seaboard and for providing the necessary ocean cargo space. . . ."

That these plans are of only recent compilation and not yet effective, does not alter the fact that immediate action is necessary before authorized American business sources lose entirely their inherent right to carry on their affairs in a normal manner.

Not only are warehouses threatened in such plans but general business as well. That business realizes what is ahead if this control of shipping and storage becomes an actuality is evidenced at a number of points where of late definite protests have been made to Edward R. Stettinius, Jr., Lease-Lend Administrator, urging steps to prevent loss of U. S. facilities through Lease-Lend operations.

For example, on Nov. 23, the New York Board of Trade petitioned Mr. Stettinius to take immediate steps to prevent damage being done to peace-time trade facilities through Lease-Lend operations. The board enclosed with its letter a resolution that protested against transfer of activities from American to foreign agencies. The letter said in part:

"In answering laudable appeals for America aid, both material and money, we should render that aid in an American way and through American existing and economic facilities.

"It is of the utmost importance that the point at which the aid is rendered should be a matter of American determination, and not influenced too strongly by the recipients of that aid. We as businessmen do not feel that we should control the shipment and commerce of defense material—governmental agencies are doing this. But we do, however, feel, that strictly commercial merchandise for civilian use should be handled as before."

In the procuring of materials and the making of purchases by the foreign governments benefited by the Lease-Lend Act, "authorized American business channels through which such purchases were formerly made have been cast aside and they now find themselves faced with the various purchasing commissions," the resolution stated.

"While the major part of our members are actively engaged directly or indirectly in foreign trade, those most seriously affected at this time are those engaged in foreign freight forwarding, export management organizations and foreign or export departments of manufacturing firms," the resolution continued. "For many years the foreign export business has been carried on in an economic and efficient manner through these channels and whereas presently under Lease-Lend these channels are being eliminated, which result will cause the unemployment of several thousand people throughout the country, we feel that it is extremely unjust, especially since we are supplying the materials in question.

"All the firms in the industries mentioned have contributed years of experience in developing foreign trade and the organizations that they represent are a most important factor in the foreign trade of the nation. With the setting up of central purchasing bureaus by the foreign governments and the elimination of the regular authorized channels for transaction of business under the American system, the absolute result will be that after the conflict is over, all connections with foreign markets will be broken so that efforts of these organizations in the past in building up good will and foreign commerce for the United States will be of no avail and we will have to start over in this field of exports."

The resolution provided also "that we request a duly designated group of officials of our government to take such necessary action as they deem advisable for the restoration to the previous American authorized systems for the transaction of foreign trade which at present is being unjustly removed therefrom, seriously disturbing our future in the export field and substantially curtailing the export trade through recognized channels."

Surplus Warehouse Space Will Not Plague Industry After War

Samuel G. Spear, of the Warehouse Consultant's Office, Transportation Div., O.E.M., in his address at the recent convention of the Missouri Warehousemen's Assn., pointed out that there is now 25 million square feet of Army depot space under roof and another 25 million to be finished before another Summer under the Quartermaster's program alone. Ordnance, medical, aeronautics and other departments account for as much more.

Some of this space, particularly in the larger cities is leased and can be given up when the Government needs it no longer. Mainly, the depot space with a few notable exceptions (and these are permanent depots) are in the South and Southwest near Army camps. They are of one-story construction away from the trade centers and do not seem to be cause for post-war headaches.

Mr. Spear stated further that it is the belief of the War Dept. that when the emergency is over, all of this excess warehouse space will be needed to stack away the material now being produced; that the buildings will be locked up and not be available for commercial use.

After the Lend-Lease program got under way the need was felt for transshipment depots for material (other than food) handy to the Atlantic seaboard, but not at the ports themselves, to protect against port congestion. For this purpose, depots at Marietta, Pa. and Voorheesville, N. Y., are being constructed. These will each have one million square feet of covered space with equal or more open yard space with adequate trackage and all enclosed by wire fences. They will be operated by Government personnel. As the enormous production of Lend-Lease material, guns, tanks, trucks, etc., begins to really roll off the production lines, the need may develop for several more of these depots or equivalent space at Army depots.

Government agencies, according to Mr. Spear, generally approve in principle and carry out in practice the use of commercial warehouses. This is particularly true in the operations of the Surplus Marketing Administration and the Federal Surplus Commodities Corp. Food for State relief and school lunch programs as well as for Lend-Lease is stored in transit points such as Cleveland, Kansas City and Jersey City as well as many other points.

Mr. Spear then touched on the improvements that have been made in the storage contractual situation between warehousemen and the Government, pointing out that warehousemen are now relieved of responsibility for loss by fire, floods, explosions, acts of God or of the public enemy, sabotage, etc., unless there is fault or negligence on the part of the warehouseman. This matter of possible negligence is so important, however, that warehousemen were warned by Mr. Spear to carry legal liability insurance, having the Government contract definitely named in the policy, especially because the Government is carrying no insurance against any of these risks.

The Quartermaster General has arranged for his Depot Quartermasters so that they can use public warehouses. While this has not been taken advantage of to any extent, Boston has stored some blankets and perhaps when needed, the privilege can be used elsewhere.

Under this arrangement, public warehousing facilities for the storage of Government property can be accomplished by one of the following methods:

1—By negotiating separate contracts covering each consignment of property for which the depot does not have warehousing facilities, or

2—By negotiating a term contract with a warehouseman or association of warehousemen covering all con-

signments for which the depot does not have warehousing facilities during the term.

The Supply Branch of the Quartermaster Corps only plans to keep a few days' supply of perishables in the camp refrigerators, relying on commercial cold storage plants as reservoirs.

The Federal Loan Agencies and the Treasury Procurement Div. are using public warehouses for storage of rubber, tin, Manila hemp and other strategic materials as well as using field warehouses for ore stockpiles.

Another speaker was Wilson V. Little, executive secretary of the American Warehousemen's Assn., who urged warehousemen to prepare themselves for the possibility of frozen warehouse rates. Mr. Little did not believe a freezing order might be expected immediately, however. He spoke on "Price Priority Rules" and discussed the possibility of large storage of wool, rubber and other defense materials as a phase of warehousing with which men in the business should keep pace and make certain of their ability to handle such storage.

A. L. Ford, president of the St. Louis Terminal Warehouse Co., presented a cost accounting and rating procedure plan and a cost-finding committee was appointed to study it. A special meeting of the association probably will be called to consider that plan or some modification of it to enable the State's warehousemen to follow some uniformity in cost keeping.

W. E. Lee, General Van & Storage Co., St. Louis, was elected general chairman of the group. Frank M. Cole, Radial Warehouse Co., Inc., Kansas City, was re-elected president of the merchandise division. Mr. Ford was elected vice-president and Morris M. Stern, Walnut Warehouse, Inc., Kansas City, was re-elected secretary. The household division planned to hold its election at a later date.—S. Smith.

Cocoa and Castor Bean Rate Reduction from So. America

Reductions in the basic freight rates for the movement of cocoa and castor beans from ports on the North and East Coast of South America to Atlantic and Gulf ports of the United States were announced Nov. 13 by the Maritime Commission.

The maximum freight rates in which the Commission will concur on sailings on and after Nov. 15 are \$1.10 per bag of 60 kilos for cocoa and \$17 per 1,000 kilos for castor beans. The past basic rates have been \$1.40 for cocoa and \$20 for castor beans.

The new rates cover shipments of cocoa from Para, Bahia, Ilheus and Santos, and castor beans from Santos, Desterro, Floirapolis, Pararagua, Sao Francisco do Sul and Rio Grande, R. S., Bahia, Para, Natal, Cabedello, Pernambuco, Maceio, Ceara and Maranh. The Commission stated there should not be more than the same relative spreads or differentials in dollars and cents between these base or main ports and other or out-ports as existed on April 1, 1942.

Much Material Hidden in Warehouses Goes to Army

The Economic Defense Board, under the chairmanship of Vice-President Wallace, is locating and turning over for Army and Navy use many needed defense materials found idle in warehouses and terminals.

Through the liquidating and requisitioning functions of the Office of Export Control, a division of the Board, over 300,000 lbs. of ship plates were located recently in Philadelphia, where they had been lying idle in a railroad freight yard for a year and a half. Originally intended for one of the occupied countries, they were on their way, within 72 hrs. after the Board had located

them, to the Brooklyn Army Base, where work had come to a halt on an army transport because of lack of just such material.

Recently, a derrick worth \$25,000 was found in a dark warehouse in Duluth, where it had been lying for more than a year. The Office of Export Control negotiated for its purchase and sale to the Navy within a week.

These materials are available because export licenses have been disapproved for reasons of foreign ownership or unsatisfactory destinations. By meeting the needs of the Government in this way, other equivalent materials can be exported to friendly countries.

Continuous investigations of the records of disapproved export license applications are revealing quantities of such urgently needed defense materials. Information as to the quantity, specifications, and whereabouts of these materials is circulated by the Economic Defense Board among interested government agencies, particularly the Army and Navy. If it is not feasible for an agency interested in the material to negotiate for its purchase, the agency, through proper channels, requests the Board to requisition it so that it can be put to use immediately.—*Manning.*

Allocations to Replace Priority Control of Materials

The O.P.M. and the Supply Priorities and Allocations Board on Nov. 7 called for direct allocation of all vital materials to American industry to eventually replace almost entirely the existing priorities. This program has been instituted as a means to assure for the first time in the present emergency minimum amounts of materials needed to maintain essential industries.

The O.P.M. has been requested by the S.P.A.B. to obtain detailed production programs, industry by industry, for 1942. This survey will cover defense as well as civilian production and is designed to give defense officials a clear overall view of this country's total raw material requirements and available supplies.

Allocation on an "end product" basis of materials and supplies would be the new basis, the O.P.M. fixing the number of finished products and allocating all materials entering the product. Under the priorities system, a company with a high rating has been required to go from one division to another handling raw materials in O.P.M. to get its overall requirements for its product. The "end product" basis of allocation would permit a new division of the O.P.M. formed to handle all the raw materials going into the product.

Farm equipment is expected to be the first product to go under the allocation system.

Included in the program also will be requirements for repair parts and such capital expenditures as defense plant expansion. Some forms of allocation already are in effect covering aluminum, copper, nickel, synthetic rubber and cork. The O.P.M. has been asked to develop an allocation system for steel.

Price Fixing to be Governed By Freight Rates

The transportation division, Office of Price Administration, is undertaking a dual-purpose study on transportation that will affect both Federal price fixing efforts and rate reduction efforts of regulatory bodies. The result has been that all O.P.A. ceiling price schedules issued during its early days are being restudied with the purpose in mind of determining whether rate matters have been given proper consideration in determining maximum prices. Now all new price schedules are being routed through the

Convention Dates

1941

Dec. 1-5—Annual convention of National Assn. of Manufacturers at the Waldorf-Astoria, New York.

Dec. 1-6—Exposition of Chemical Industries, Grand Central Palace, New York.

Dec. 3—National Dairy Council, annual meeting, Palmer House, Chicago.

Dec. 28-31—American Marketing Assn., annual meeting, Hotel Commodore, New York.

1942

Jan. 23-30—8th Annual Meeting at Chicago of Associated Warehouses, Inc.

Jan. 23-30—National Cannery Convention, Sherman Hotel, Chicago.

Feb. 9-14—National Furniture Warehousemen's Assn. 22nd annual meeting, Palm Beach Biltmore, Palm Beach, Fla.

Feb. 11-14—11th Annual Convention of Mayflower Warehousemen's Assn., Chicago. Stevens Hotel.

Feb. 17-20—51st Convention of American Warehousemen's Assn., San Francisco.

April 27-May 1—Annual meeting of U. S. Chamber of Commerce, Washington, D. C.

transportation division for checking on the rate matter.

O.P.A. has found that as to foods, dairy products particularly, producers get 48 per cent of the ultimate price to the consumer. The balance is divided between jobbers and transportation costs.

In the other phase of the study, the division is attempting to find some means for insuring the passing along to consumers the difference between current charges and reduced rates gradually being forced into effect on ocean transport by the Maritime Commission. What sense is there, officials of the division point out, in forcing a steamship line to cut profits if the benefits are not given to customers?

Warehouse Capacity Taxed, Bales Stored in Open Field

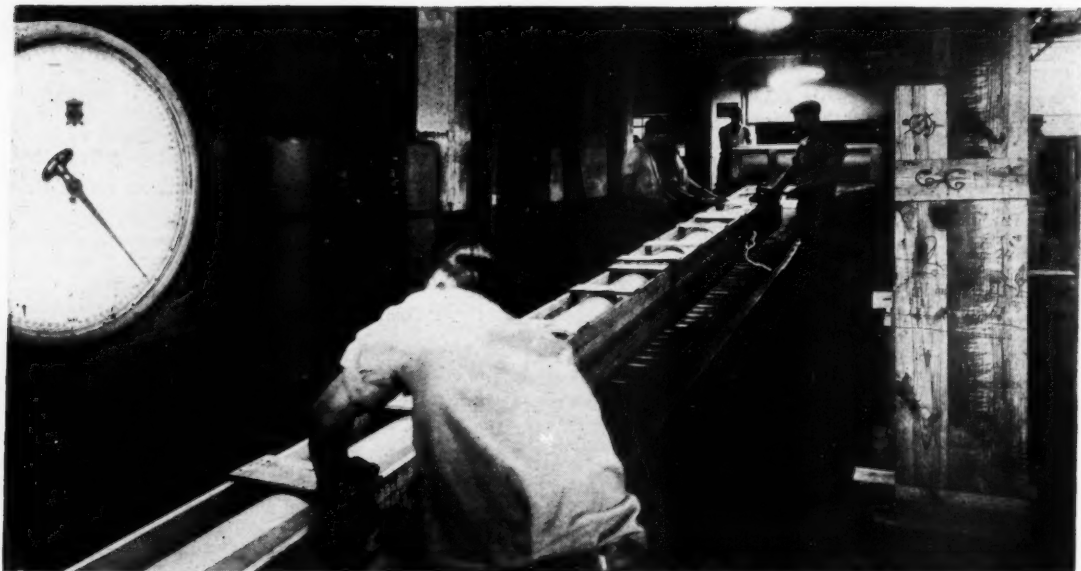
About 10,000 bales of cotton, \$1,000,000 worth, are stacked in the open in a 15-acre field behind the Sikeston Compress & Warehouse Co., Sikeston, Mo., since the 30,000-bale capacity of the firm's warehouse has been overflowed to that extent. In one day, a record total of 2,355 bales came to the compress.

The cotton is stacked in rows a quarter of a mile long, raised 8 in. above ground. The company says that only in case of several weeks of unending rain would damage result.

Rail-Water Rates

The railroads have refused to enter into joint agreement with the Great Lakes lines for handling freight from Eastern seaboard territory to North Pacific Coast territory. At present, through rates are in existence from the Eastern seaboard to beyond the Lakes, East of the Montana State line. These are differentially lower than the all-rail rates.

As a consequence of the rail carriers' refusal, the Lake lines have entered formal complaint with the I.C.C. requesting an order requiring the rail carriers to concur in through rates with them from the seaboard to North transcontinental points, including the State of Montana.



Crating Linoleum at Floor Division Plant, Lancaster, Pa.



Armstrong Lighters Loaded with Baled Cork at Gloucester, N. J.

350 CORK PRODUCTS Call

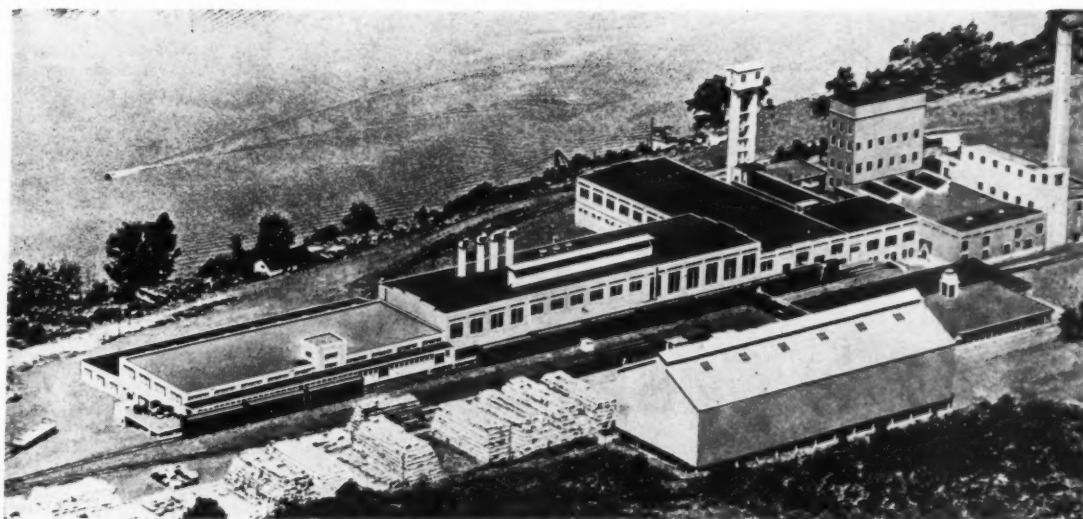
IF the pages of this country's industrial history were to be turned back to several decades ago, we would in all probability find that many of the large organizations had very small beginnings. Eighty years ago, for instance, had we been able to peer into a certain little room in Pittsburgh, we would have found John D. Glass cutting cork bottle stoppers by hand. He had a partner, Thomas M. Armstrong, then a shipping clerk in the employ of a local glass manufacturer. Small as it was, this cork business grew, but just as it seemed to be coming into its own, Mr. Glass passed away. His interest was bought by Robert D. Armstrong, brother of Thomas,

and William Standish, and a new firm was organized under the name of Armstrong, Brother and Co. Thus was ushered into the world what was later to become the Armstrong Cork Co., manufacturer of some 350 diversified products.

Naturally, the distribution of such a wide variety of products, divergent in nature, calls for the use of many different forms of packaging materials and shipping containers, as well as different shipping methods and practices. At the same time, improvements are continually being made, so that to discuss each item of so long a list in an article of this length would be an impossible task.

In the floor division plant at Lancaster, Pa., representing Armstrong's largest single plant investment, covering some 50 acres of ground, other products are made besides linoleum, each calling for its own particular type of shipping container—cartons, boxes, paper wraps, and pails. For export trade burlap wrappings, or boxes, or crates are used. For instance, such materials as asphalt tile or Linotile (oil-bonded) are packed in cartons.

In order to give a clearer picture of the intricacies of packing and shipping problems it may be well to mention the fact that the Armstrong company presents a rather



The Arrowhead Plant of the Armstrong Cork Co., Fulton, N. Y.



Rail Siding and Shipping Platform. Armstrong's Floor Division Plant, Lancaster, Pa., Showing Section of Sawtooth Platform for Accommodation of Motor Trucks.

for Variety of Containers

interesting set-up of autonomous divisional control, operating as it does through a group of separate and strategic, yet co-ordinated, divisions, each having its own general manager, engineering, sales, advertising, traffic, and other departmental staffs. There are 4 domestic sales divisions: floor, glass and closure, building materials, and industrial. A corkwood division engages in the selling of corkwood and grinding cork to the various cork manufacturers, while an export division handles sales abroad of the products made in the company's domestic factories. Each division, of course, is founded on a cork base. Since each division has its own distinctive class of cus-

tomers and employs special distribution methods, its situation is practically that of a separate business within the main corporate organization, all, however, related to each other by the fact that either (a) the product is composed wholly or in part of cork; or (b) the product serves the same purpose as that for which cork in some form or combination is, or was originally, utilized; or (c) the product is desirable or necessary from the standpoint of marketing other products already included in the Armstrong line; or (d) the product is required for incidental use in the application, installation, or protection of major products. Under the first class fall automobile

gaskets, corks, linoleum, etc.; under the 2nd, products such as metal bottle closures, felt-base floor covering, and fiberboard; under the 3rd, glass containers and interior finishes; and under the 4th, asphalt emulsion, linoleum paste, and other sundries.

Each of the several divisions of the company has had its own peculiar packaging, shipping, and distribution problems to meet. At the Millville, N. J., plant, for instance, where glass containers are manufactured, the products are packed in corrugated cartons. At Pensacola, Fla., where Temlock, an insulation board, is produced, paper wraps, corrugated cartons, and some crates are used. At the Pittsburgh plant, where cork products of every description are made—automobile gaskets, cork cots for textile machinery, shoe products, and a variety of cork specialties ranging from polishing wheels used by glass manufacturers to penholder tips and baseball centers—various types of packaging materials are used. Corks, for instance, are packed in paper bags and cotton cloth bags, while gaskets and other larger articles are shipped in crates.

Cork is the bark of a certain type of evergreen oak which grows in Portugal, Spain, southern France, northern Africa, and the western islands of the Mediterranean Sea. Cork trees require a mild temperate Winter and warm, dry Summer, growing on the plains and lowlands, but best on the hills and lower mountains where they get the full blast of the hot winds of the Mediterranean dry season.

(Concluded on page 57)



Crating Ranges at End of Assembly Line. Note Crimp Paper Protection of Doors on Unit in Foreground.

Finished Ranges Riding on Crate Bases as they Advance toward end of Assembly Line. Here Doors and Movable Parts are being Protected with Shock Absorbing Crimp Paper.



Getting Kitchen Ranges from Factory to Salesroom

Sans Blemish . .

BECAUSE eye appeal sales value of a product must be maintained unblemished during transportation from factory to retail showroom, it is imperative that considerable attention and study be devoted to the design and building of the proper shipping container, so as to insure a safe, undamaged arrival. A. J. Lindemann and Hoverson Co., pioneer in the manufacture of domestic cooking appliances—gas ranges, oil stoves and ranges, electric ranges and water heaters—located in Milwaukee, Wis., has been diligent in the study and designing of just the right container for the many units of that company's line. Porcelain enamel is breakable and the finish on these domestic appliances must be kept unmarred during transportation or while stored in warehouses. This work is



Packing Three-burner Units in Cartons Ready for Shipment at End of Oil Stove Assembly Line.

all carried on under the direct supervision of the engineering department.

Some 6 crates in a variety of sizes are used in the shipment of gas and electric stoves, while 8 crates, of different sizes, have been found to suffice for handling oil stoves and ranges. An assortment of cartons is used in shipping the lighter weight oil stoves, portable oil heaters, portable ovens, wicks, and parts. In some instances, a single cartons contains but one unit, while again, as in the case of small single-burner portable ovens, 4 are packed in one carton. Full size sample stoves are used in

the planning and designing of all crates and cartons, which are constructed in exact conformity with the requirements laid down by the Freight Container Bureau of the American Railway Assn.

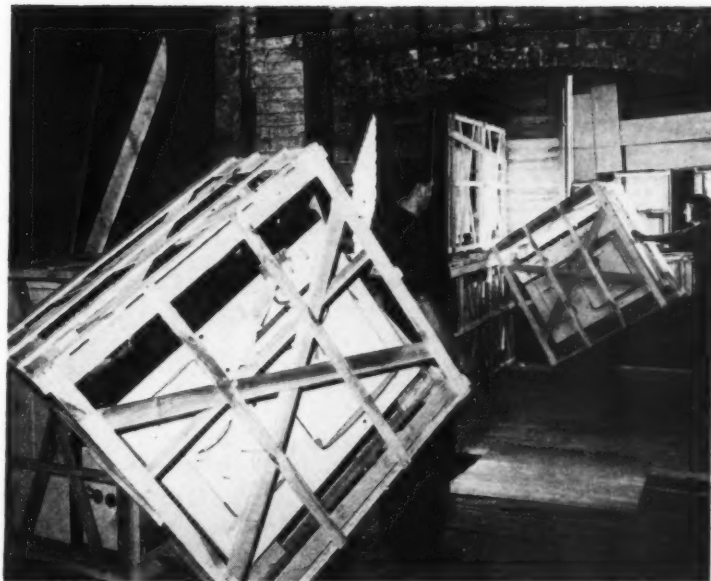
After a sample crate has been designed and delivered to the Lindemann plant, it is put through a rigid incline-impact test in 6 different positions. These tests are made at a higher rate of impact than that acknowledged as normal handling, providing a safety factor in determining the strength of the crate to be used. Any failures that appear in these tests are corrected in the crate design or in padding. The crates used are of the nailed type, with hardwood bottoms and semi-hardwood for the sides, front, back, and top pieces. The specifications call for crating lumber of a high grade, free of all knobs, knot-holes, splits, etc. In assembling



E. A. Lindemann, President and General Manager, A. J. Lindemann & Hoverson Co.

the sides, front, back, and top to each other 6d nails are used, while 7d nails are employed for attaching sides, front, and back to the hardwood bottom. Crates used for export shipments are of similar design, only constructed of heavier lumber and the size of the nails used are increased by one step.

All stoves in the L&H line that are to be crated are designed so as to obtain a floating load—the crated stove rests bolted to a block of wood at each corner of the crate base, these blocks in turn resting on rubber cushions. Bolts having round or square heads have been found to be preferable to those with oval heads. The corners of the crates are strengthened by using wider strips of lumber at these



Loading Freight Cars at the A. J. Lindemann & Hoverson Co. Plant.

points where a severe jolt might have a shattering effect. Stove handles are protected by a narrow strip of lumber nailed horizontally across the crate, providing added strength at this point for extra protection in the event of any mishandling. Shock-absorbing crimped paper is used in protecting the corners of all doors, these being the most vulnerable spots. The crimped paper is held in place by gum tape of sufficient length to carry several inches away from the door. Although a waterproof covering is used in packing crated stoves for export shipment, it has been found that in domestic shipments less damage has occurred when freight handlers can see the nature of the product.

Water heaters in various sizes are wrapped in paper jackets and mounted the same as the stoves, except that they are supported right on their own legs with auxiliary supports underneath. Export shipments, regardless of destination, are cleared through the port of New York.

As a stove body comes onto the assembly line, it is turned upside down and a crate bottom, with corner blocks and rubber cushions bolted in place. The unit is then turned over so that it rides on the crate bottom, and is pushed onto the roller conveyor to be assembled as it travels along, operators working on both sides of the conveyor. Nearing the end of the conveyor it is given a final test and inspection, and then the sides, front, back and top of the crate are nailed on. As

the crated unit slides off the conveyor it is turned over on its side, the nuts on the bolts at the bottom of the crate are tightened and a lock-nut is added. Righted, and riding on its rubber cushions, the crated range is pushed onto another roller conveyor leading into the warehouse for storage. Shipping units vary as to size and weight—small items weighing no more than ½ lb., others range upward to 540 lb.

In loading rail cars for shipment, hand trucks and gravity conveyors are used. In the cars the shipments are braced with 1 by 2 strips nailed to the crates, and 2 by 4 and 1 by 6 braces at the doors. Freight cars are spotted on the company's siding which will accommodate some 42 box cars, the siding being served by the Chicago and North Western Railroad.

In the assembly of small two- and three-burner oil stoves, the units are taken as they emerge freshly painted from the drying oven, and placed on a traveling belt conveyor where the various parts are assembled, a final test and inspection made, and then slipped into a carton, the covers closed and taped, and sent down a long straight chute leading to the stockroom. Like the crates, all cartons are designed from sample stoves, and before being accepted are given a thorough test in the revolving drum at a recognized testing laboratory. Both cartoned and crated ranges are sometimes dispatched to test-shipping points to determine

(Concluded on page 61)



The new sub-zero refrigerated truck shown above has individually insulated frozen-food cylinders with total refrigerating capacity of 36 cu. ft. and can carry a payload of from 1,600 to 2,400 lbs.

New Principles Used
in New Type

Sub-Zero Refrigerated Truck

Designed to Maintain a Sub-Zero Temperature for the Distribution of Frozen Food Products to Wholesalers and Retail Customers. A Portable Unit Also Developed for Army

NEW principles are being utilized in a new type of self-refrigerating truck body designed to maintain a sub-zero temperature for the distribution of frozen food products, especially from a wholesaler to consumers. Also, the same new refrigerating principles are utilized in a new self-freezing portable unit adaptable for the supply of large volumes of frozen meats, vegetables and other perishables to army cantonments.

The new sub-zero refrigerated truck was unveiled recently by the Deepfreeze division of the Motor Products Corp. of North Chicago, Ill. W. L. Morrison, the company general manager and inventor of the new refrigerating system, announces that a number of these new trucks, in 2 different sizes, will be in service by the first of the year. The bodies will be made by Henny Motor Co., Freeport, Ill., which company will also market the trucks. The new portable self-refrigerating units haven't yet been publicly displayed.

The truck body first completed

is mounted on a 1½-ton Ford chassis. It has 8 individually insulated frozen-food cylinders with total refrigerating capacity of 36 cu. ft. and can carry a payload of 1,600 to 2,400 lbs., depending on the exact kinds of produce. The weight of the truck body without payload is 3,080 lbs. The second larger truck body has 9 larger size cylinders with total payload capacity (77 cu. ft.) and is mounted on a 2½-ton chassis of the cab-over-engine type. Both models of truck bodies are equipped to maintain temperatures down to minus 20 degrees Fahrenheit, their refrigerating systems powered by small gasoline engines.

The new portable self-refrigerating unit has a twin set of the larger size individually insulated food cylinders, and is also powered by a small gasoline engine. Each unit thus has a payload capacity of about 19 cu. ft. The outer frame work of the unit includes rigid piping guards by which the unit may be lifted and shifted about by a number of men. The weight of the unit without payload is approxi-

mately 670 lbs. There also has been designed an easily set-up aluminum track to aid in loading the unit on or removing it from an open truck. Four of these twin-cylinder units may be loaded on an ordinary large truck, and they would, as an example of their serviceability for an army cantonment, have a total payload capacity of about 3,200 lbs. of prepared frozen meats.

The basic feature of the new truck-body and portable-unit refrigerating system is the unit "Deepfreeze" food cylinder. Each unit, when powered, is an insulated self-freezing barrel. The "Deepfreeze" unit was invented and first developed a few years ago by Mr. Morrison as "a home freezer and storage unit for meats and other frozen-fresh foods." The unit is set in operation in the home merely by plugging in on the ordinary home electrical current. The original medium-sized Deepfreeze unit, as first used in the home, includes a barrel-like insulated steel food cylinder about 18 in. in diameter and 30 in. deep, with a capacity of

30 gallons. This food cylinder is supplemented by a control switch, a regulator for temperatures from 10 deg. above zero Fahrenheit to 10 deg. below, a compressor to circulate the Freon freezing element, and a ¼-hp. electric motor. The shipping weight is 475 lbs. There is also a double unit, which has 2 food cylinders closely joined and powered with a 1/3 hp. electric motor and a shipping weight of 650 lbs.

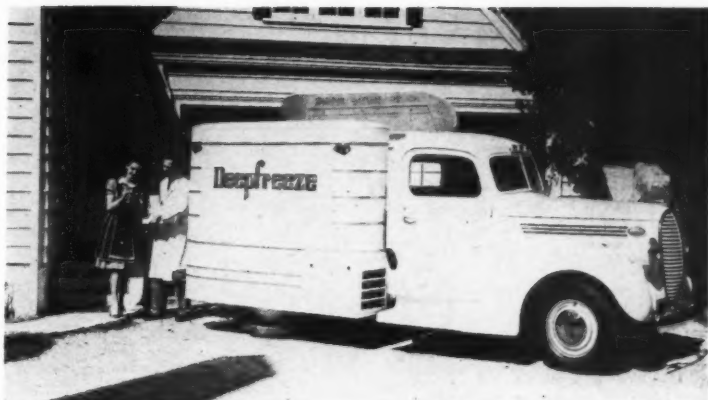
The cold cylinder has double walls separated by about ¼ in., and within this steel jacket there circulates about 7 lbs. of Freon freezing element, under the desired degree of pressure. This circulation is guided up and down and around the cylindrical jacket walls by perpendicular fins. It is impelled by a "back pressure" principle which is declared to make this new Deepfreeze unit radically different from the ordinary refrigerating unit with copper coils which is designed to "pull against a vacuum."

Another of the basic principles which also helps to make this system "radically different" is the fact that the entire 24 sq. ft. of the inner wall of the food cylinder is a refrigerating area. Hence, the heat is drawn away from the foods, rather than through them. The cylindrical shape removes all possible "cold-air corner pockets," and none of the food contents is more than 9 in. distance from a freezing surface. It is said that there is not more than 2 deg. of temperature differential between the refrigerant and the food within the cylinder.

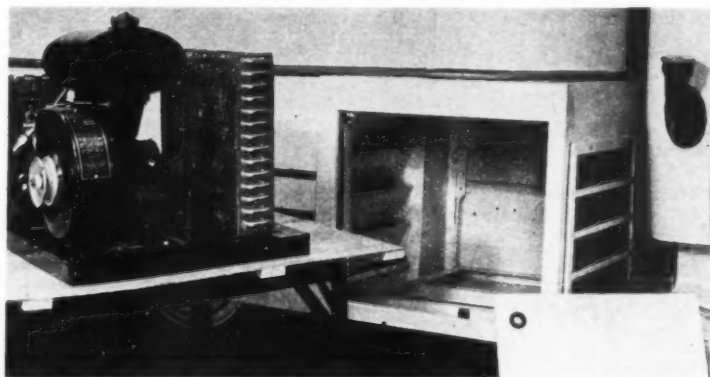
Outside and at the bottom of the double-walled freezing cylinder is 4 in. of finely packed balsam insulation. The top of the container is protected by an easily lifted but closely fitting lid of solid rubber. But rather surprisingly, until one thinks about it, the top of the food container needs little air protection. This is because the super-cold air within the solid steel "food barrel," being heavier, must settle to the bottom; and there is no way for the warm air to "drive in" from above to any appreciable degree excepting when the top-layer of air within the barrel is stirred into circulation. Because of the temperature uniformity within the barrel, there is declared to be practically no dehydration of the foods and almost no need for defrosting the interior of the unit. It is common for housewives and dealers who use Deepfreeze units to keep frozen fish and frozen butter together in the food cylinder, without any fear that the butter may become tainted from the fish.

Inventor W. L. Morrison began making the first of his Deepfreeze

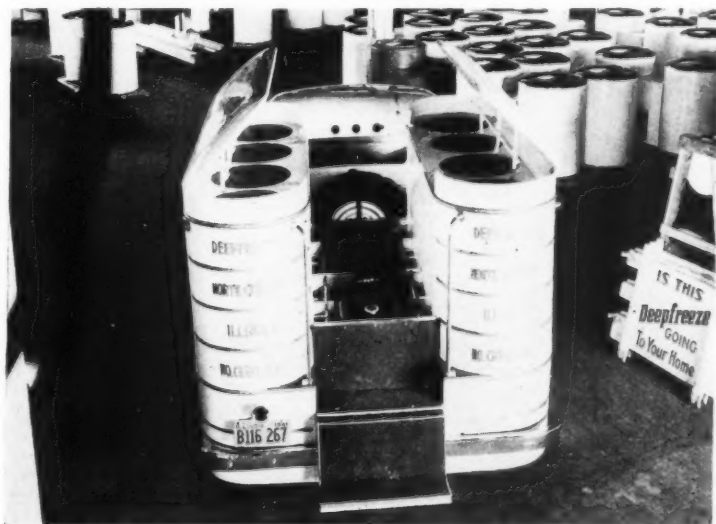
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A "Deepfreeze" body in operation in retail deliveries of perishable foods. Temperatures are maintained down to minus 20 degs. Fahrenheit. Power is supplied by small gasoline engines. This type of service has been developed in Chicago, Detroit, Minneapolis and St. Paul, Des Moines, Cincinnati, Milwaukee, Seattle, Los Angeles and other distributing centers.



Closeup of front end of truck body, showing compartment for one of twin gasoline compression engines, and an engine ready to be installed. One engine would have furnished sufficient power for the units, but it was thought best to have 2 engines as an added factor of safety. There is also a structural advantage with twin engines in getting better front area for the 2 compressors which are respectively located in compartments at the front lower corners of the truck body.



Interior of truck body with metal cover of food containers lifted and central "cat-walk" removed. Under the "cat-walk" are located the refrigerating chamber, the receiver, the control mechanism, valves, tube connections and other fittings.

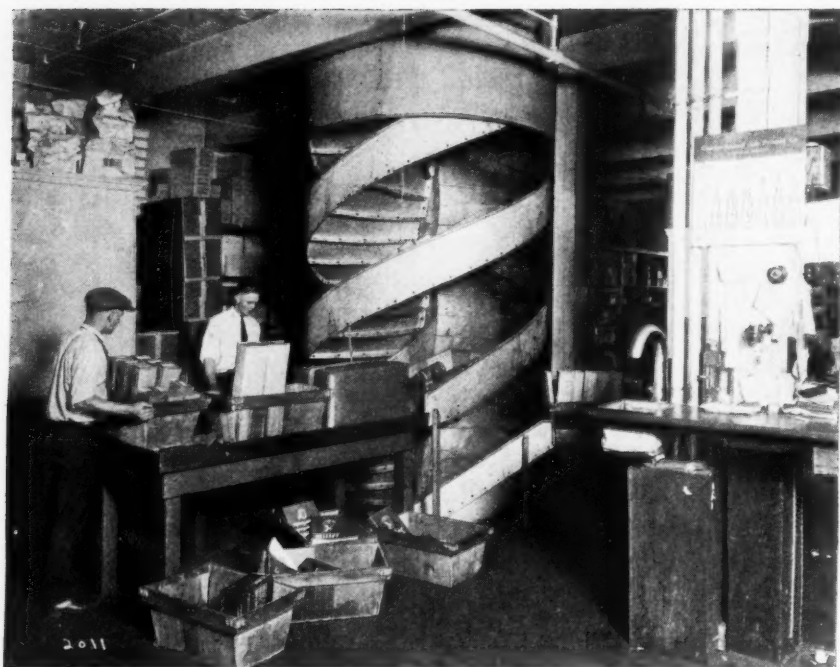


Fig. 1—In using spiral chutes, diverters can be installed to discharge packages to various floors. (Courtesy, Standard Conveyor Co.)

Continuous Handling BY CONVEYORS

By MATTHEW W. POTTS
Materials Handling Editor



CERTAIN commodities are handled in a more or less continuous flow over definite lines of travel. This is particularly true in large manufacturing operations, where one class of products is handled, such as sugar, flour, cement, etc., and in other cases where materials are warehoused in consolidated storage, and then broken down into unit shipments to fill definite order.

On these operations where continuous handling is required, the application of spiral chutes, gravity roller conveyors, belt conveyors, apron or floor conveyors, overhead trolley conveyors, and many other types of materials handling equipment, not only save many dollars in handling costs, but they reduce the amount of breakage, make for better routing and checking of orders, and speed up or expedite the filling of orders, thereby making it possible to quickly load the transportation vehicles which are used for consumer deliveries.

Fig. 2—Apron conveyor flush with the floor, moves at a steady speed, and may be walked on or trucked over without interruption to normal floor traffic. (Courtesy, Logan Co.)



Fig. 3—A double-deck roller conveyor in the order filling department of this surgical supply house expedites delivery, speeds up the selection of orders, makes for better housekeeping, and quicker service to customers. (Courtesy, Alvey Conveyor Mfg. Co.)

Many fine installations of conveyors have been made, in such installations as Sears, Roebuck, Montgomery Ward mail order centralized warehouses or depots, and in some of the utility companies such as Western Electric, at their centralized consolidated warehouses; in the warehouses of various large drug concerns, in the branch warehouses of shoe manufacturers, and many others.

In the installations of this type of equipment, it is difficult to say just which kind should be used for specific operations, but it is easy to recognize when the installation should be some type of a conveyor, if one will consider that conveyors are used when there is a continuous flow of material or a fairly heavy flow of material over a definite route.

Fig. 1 shows an installation of a gravity double-blade spiral chute, for lowering tote boxes containing consolidated orders from the upper storage floors down to the lower shipping floors. The reason for using the tote boxes is to keep the smaller packages on one order

together for checking, and also to make for a uniform size of package which handles better on spiral chutes. At the right, in the same illustration you will note a pneumatic tube sub-station, which is also a conveyor, and the pneumatic tube system is used in this warehouse for dispatching messages and orders from and to various departments, thereby expediting their delivery, which makes for speedier picking of the orders and shipment to the customer.

In some installations, it is necessary to handle light and heavy merchandise, and at the same time be able to run heavy hand trucks or even electric trucks across the building, and necessarily, this requires a heavy-duty apron conveyor at floor elevation, so that it will not present an obstruction to cross traffic, while at the same time it permits continuous handling of miscellaneous packages from one end of the warehouse to the other. Such an installation is shown in Fig. 2. In this warehouse, stock is delivered to locations for storage, and taken out of storage, dispatched to the shipping platform over this apron conveyor, with structural steel channel aprons installed flush with the floor. The apron moves at a steady speed and may be walked on or trucked over without interruption to normal flow of traffic. This type of installation is particularly helpful in large manufacturing plants, handling barrels, bags and case goods, from the end of a production line down a railroad platform for feeding to multiple cars, or for handling the length of a pier.

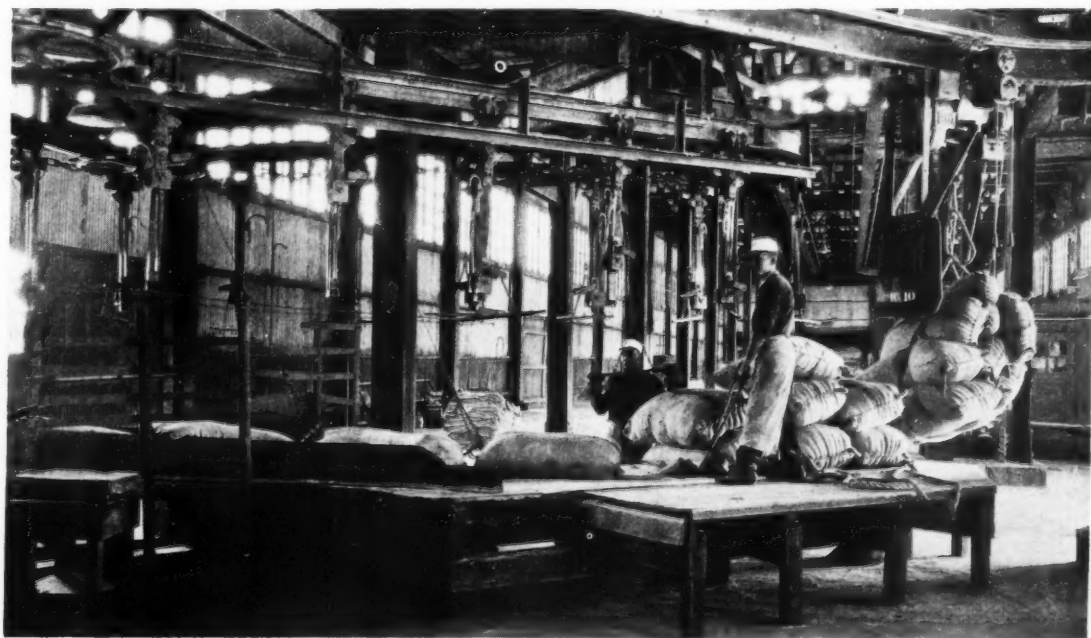
This type of equipment (the apron conveyor) can also be used in manufacturing plants as assembly lines, and a number of installations have been made in automobile, refrigerator, radio, washing machine and steel furniture factories. They are so arranged that the assembling of the unit takes place on the length of the conveyor, and the shipping case is applied to the finished product on the same conveyor which delivers to either the storage warehouse or railroad cars or trucks, without the necessity of rehandling with some other type of transportation.

In warehouses where materials are received in bulk, and then broken down into small lot storage, as shown

(Concluded on page 49)

Fig. 4—Installation of overhead trolley conveyor system and monorail telfer, handling sacks of sugar in a large warehouse.

(Courtesy, Jeffrey Mfg. Co.)





R. R. Luddecke, N.I.T.L.'s new president. Mr. Luddecke is g.t.m. of Standard Brands, Inc. and has been with concern for 35 years.

N. I. T. L. Warns Against Rate Increases as Result of Labor Dispute

Sends Message to President, Supporting Wage Board's Recommendations. Opposes St. Lawrence and Florida Waterway Projects. Luddecke Elected

THE National Industrial Traffic League, at its 34th annual meeting in Chicago, Nov. 13 and 14, elected R. R. Luddecke of New York City president for the coming year. Mr. Luddecke, who is general traffic manager of Standard Brands, Inc., succeeds J. E. Bryan, Chicago, who has served the organization as president for 2 successive terms.

Clare B. Tefft, manager of transportation, Foreign Trade Dept., Toledo, Ohio, Chamber of Commerce, was elected to the vice-presidential post, vacated by Mr. Luddecke. Roy W. Campbell, traffic manager, Butler Paper Corp., Chicago, was re-elected treasurer, and for chairman of the executive committee John B. Keeler, assistant general traffic manager, the Koppers Co., Pittsburgh, Pa., was chosen. Edward F. Lacey continues as executive secretary, and James D. Mann, as assistant treasurer, in the League's Washington headquarters.

Two new regional vice-presidents were elected, they being W. P. Libby, North Plymouth, Mass., for the New England region, and George A. Blair, Chicago, for the Central Freight Assn. region. Other vice-presidents re-elected were: Trunk Line region—Porter L. Howard, Philadelphia; Western Trunk Line region—Carl Giessow, St. Louis; Southwestern region, A. L. Reed, Dallas; Southeastern region—M. M. Emmert, Atlanta; Northwestern region—C. T. Vandover, Minneapolis; Pacific Coast region—I. F. Lyons, San Francisco. Many new names were also included in the list of 75 members of the Board of Directors.

With 325 members and 100 visitors registered, the organization in 2 days covered a multitude of complex details, presented for action in reports of 22 standing committees and 12 special committees. Only one formal address was scheduled, that being by Ernest E. Norris, president of the Southern Railway, on "Our Railroads—Today and Tomorrow," at the Thursday luncheon. Joseph B. Eastman, chairman of the Interstate Commerce Commission, spoke briefly on Friday and Guy Toombs, president of the Canadian Industrial Traffic League, also spoke informally.

Time was also taken to consider and draft a telegram to President Roosevelt urging him to "stand firm for settlement of the present railroad wage controversy by the orderly democratic process and method contemplated by the federal statutes," and as reflected in the findings of his Emergency fact-finding board.

The message also warned of the danger of increasing transportation costs. Full text of this telegram is as follows:

The National Industrial Traffic League, a nationwide organization of shippers, in annual meeting assembled at Chicago by unanimous vote of the membership present urges that you stand firm for settlement of the present railroad wage controversy by the orderly democratic process and method contemplated by the Federal statutes and as reflected in the findings of the report of the Emergency Board appointed by you. This to the end that such settlement will be reached without disastrous strikes and paralyzing cessation of railroad service. Further on behalf of shippers generally and the public the League urges that you keep prominently in mind the danger to the public interest inherent in any increase of railroad transportation costs which is of such magnitude that necessarily it must be reflected in general or horizontal increases in freight rates and in turn contribute to higher prices of goods higher living costs and burden to national defense.

The National Industrial Traffic League
J. E. Bryan, President
E. F. Lacey, Executive Secretary

One outstanding accomplishment of the meeting was the approval given a report of a special committee on "Revision of Classification Rule 41," covering modification of present regulations governing use of shipping containers and packing materials. The committee of 23 members, of which W. J. Williamson, traffic manager, Sears, Roebuck & Co., Chicago, was chairman, submitted a report of 37 closely typed pages outlining its recommendations for proposed changes. In general, all are "in the direction of relaxation of present requirements and should provide definite savings in materials, which is the object of the Office of Production Management."

"Fireworks" marked the discussions of 2 committee reports, that on "Intercoastal and Coastwise Transportation," involving the St. Lawrence seaway and the Florida ship canal, and that of the Special Committee on the "Bituminous Coal Act."

The first named committee of which J. K. Hiltner, traffic manager, United States Pipe and Foundry Co., Burlington, N. J., is chairman, submitted a report outlining the status of the St. Lawrence project but making no recommendations, although stating that "there is no doubt that the great majority of our membership is opposed to the project and the League is to be criticized for not taking some action in connection therewith."

Chairman Hiltner, however, presented a substitute recommendation offered by the League's executive committee, which condemned both the St. Lawrence and

Florida projects as "economically unsound, of no defense value, likely to divert materials and men from the national defense program and injurious to industry, agriculture, the ports and railroads."

Allen Dean, manager, transportation dept., Detroit Board of Commerce, led the attack on the proposed resolution, but was himself attacked for "insincerity," while President Roosevelt was charged with "seeing if he can get away with it," by placing the measure in the Omnibus Bill, instead of having it handled as a treaty. Chairman Hiltner declared that this "subterfuge," as well as the "fantastic claims and misrepresentation" about the project, "definitely demonstrate its unsoundness."

As to the Florida ship canal, only one speaker was heard. Joseph H. Donnell, manager, Tampa Traffic Assn., Tampa, Fla., declared "The people of Florida are not going all out for it and definitely hope it will be defeated."

Ultimately, Mr. Dean's motion to strike the executive committee's recommendation from the report was defeated and by an overwhelming *viva voce* vote, the League adopted the executive committee's recommendation of opposition to the 2 waterway projects.

On the matter of adopting a position on the Bituminous Coal Act, 7 members of the special committee, of which J. B. Keeler was chairman, held that "The League should not intervene for or against the amendment of the Act, or become in any way involved in its administration." This was approved by the executive committee, but a minority group of 3 members of the special committee, headed by Herman Mueller, secretary and general manager, Port Authority of the City of St. Paul, Minn., submitted a minority report, asking rejection of the majority report and instructing League officials and appropriate committees to seek such amendments to the Act as accomplish the minority views. These views, in general, were that the Act is primarily a price-fixing measure, "slipped over" as an experimental trial and with a view to future extension of price fixing, and that the Act, further, threatens destruction of inland water transportation. The League rejected the minority report and accepted as its position, the recommendation of the special committee's majority members.

Brief summaries of other action taken by the convention follow:

Inland Waterways: Committee report recommending that the League support H. R. 4729 and S. 1537, covering appropriation of Federal funds for construction of tugs, barges and barge shipyards, was rejected and a substitute motion that the League "take no position" was adopted.

Freight Forwarder Rates: Recommendation adopted favoring establishment of proportional rates rather than through rates, provided forwarders are made subject to the Interstate Commerce Act.

Itinerant Merchants: Four recommendations by committee for action rejected and substitute motion adopted, that no action be taken and the subject referred back to committee for further study.

Parcel Post: No action recommended by committee, minority report by W. J. Williamson, approved by executive committee, adopted, placing League on record as follows: "Present rates on parcel post matter are too high . . . Rates should revert back to the scale in effect prior to last increase, made in 1932 . . . If present rate scale is maintained, mailers should be given free insurance."

Transportation Costs and Accounting: The League favored inclusion of a sufficient amount in the budget of the I. C. C. to enable its new section on transportation cost finding to function adequately.

Land Grant Rates: League instructed its legislative committee to "proceed vigorously to secure complete repeal of Land Grant rates."

Limitation of Right to Practice Before Administrative Tribunals: League endorsed continued opposition to any restrictions on rights or privileges of competent laymen to appear before such bodies. Also urged exclusion of Interstate Commerce Commission from application of such restrictions proposed in legislation covering administrative procedure.

Motor Transportation: Private carriers should be exempt from provisions of Railway Labor Act, extending this legislation to motor carriers.

Commodity Clause: League's highway transportation committee instructed to continue its opposition to any attempts to "deprive producers, manufacturers, distributors, merchants and other citizens of their constitutional right to own and operate facilities to transport their own goods."

Charge for detention of motor carriers: No action recommended, but members were advised to watch closely future developments, as indicated by present trends—a matter of "coming importance."

Government ownership and/or operation of railroads: The League will take no notice at this time of the question of government operation or control as such.

Commission regulation of express companies operating via underlying motor carriers: The League favored a broad general policy that express companies shall be permitted to operate with motor carriers under Commission regulation, in the same manner as in connection with rail and water carriers.

Highway Trade Barriers: Committee reported: "Only positive legislative action by the Congress will ever overcome . . . State laws in the interest of their particular economy or in favor of minority pressure groups." No action recommended by committee but the League instructed the committee to watch the many developments in progress.

"Aggregate of Intermediates" Rule: Approval given to committee recommendation that the subject "be dropped for the time being in view of other more important aspects of motor carrier tariff publication."

Traffic and Transportation Education: No developments occurred during the past year contravening the spirit of the League's previously adopted position opposing regulation of traffic management by State or Federal laws or any restriction upon the freedom of employment of traffic managers or others engaged in traffic work.

On the ground that no serious congestion exists at present, the League also rejected a request from outside that it endorse a proposal reducing storage time on l.c.l. freight from 120 to 48 hrs. in Eastern territory for the duration of the national emergency.

The next meeting of the League was set for Nov. 19 and 20, 1942, at the Hotel Pennsylvania, New York.—*Slawson.*

A.T.C. to Oppose Federal Operation of Rails

THE Associated Traffic Clubs of America at its 20th annual meeting in Milwaukee, Oct. 21 and 22, voted to work through its member units in opposition to the Government owning or operating the railroads and other forms of transportation. This action was followed by a similar recommendation by the organization's newly organized public affairs committee and in effect gives that committee the power to so proceed.

C. R. Musgrave, vice-president, Phillips Petroleum Corp., Bartlesville, Okla., was re-elected to his 3rd term as president. In his report, Mr. Musgrave urged cooperation when necessary with the board of investiga-

tion and research appointed under the transportation act of 1940, suggesting that shippers and carriers forget their differences during the emergency so as to bring about desired results in transportation.

In regard to Government ownership, J. S. Burchmore, Chicago attorney, and chairman of the public affairs committee, pointed out that while there seemed to be a general opposition to same, there still was a defeatist feeling that nothing could be done to stop it. He also pointed out that the effort towards Government ownership was confined to certain rail labor unions and a small but very powerful group.

One of the recommendations covered the sponsoring of the formation of an American Institute of Transportation which would work for higher educational standards in traffic management as well as its professionalization. The recommendation also had the proviso that, once the institute was placed on its feet, the association would withdraw and leave its conduct and progress to interested industrial traffic men. L. P. Siddons, traffic manager, Holly Sugar Corp., Colorado Springs, Colo., was recommended as chairman of a committee to carry out this plan.

Ralph Budd, transportation member of the advisory commission to the Council of National Defense, in his address on "How You May Aid in National Defense," stated that the capacity of the country's transportation agencies must be kept in balance with the capacity for production in industry and agriculture. This meant, he added, that any plans to increase production generally in all lines must be paralleled by an expansion in transportation equipment. The estimate for 1941, he stated, was on the basis of 41 million carloads. Estimates for 1942 carloadings are on a basis of 51 million, an increase of 20 per cent over 1941, based on the defense program, including lend-lease, and the probable effect on civilian purchasing power of the larger payrolls.

The present lag in carloadings, due to shortage of materials, may be of relatively short duration, said Mr. Budd. "It seems certain that the enlarged capacity of farms, smelters and mills will result in a corresponding increase in total volume of traffic, although such increase will come somewhat gradually because of the length of time required to increase the capacity for making steel. It is estimated now that about 3 million tons more steel will be rolled in 1942 than in 1941, and that larger smelting and rolling capacity up to 10 million tons annually may be available during part of the year 1943."

The following were re-elected in addition to Mr. Musgrave as president; F. A. Doebber, traffic manager, Citizens Gas and Coke Utility, Indianapolis, as executive vice-president; G. Lloyd Wilson, professor of transportation, University of Pennsylvania, Philadelphia, vice-president in charge of education and research, and W. T. Vandenberg, commercial agent, retired, Seaboard Air Line Railway, Louisville, as treasurer. L. B. Freeman, chief clerk, Grand Trunk-Canadian National, Chicago, was elected secretary, to succeed J. E. Paulan, assistant traffic manager, Acm Steel Co., Chicago.

Elmer A. Smith, general attorney, Illinois Central, in his address "New Price Policies for the Railroads," predicted that as conditions change in the economic world so will long accepted principles of rate-making. "It seems entirely reasonable to forecast that the railroads in the coming years will embark on more innovations in rate-making and not fewer, that they will establish more types of new rates and will make more changes in their price policies than they have done in the past. Experimentation will in all probability characterize practical rate-making in the future to a far greater extent than in the past."

It was decided to hold the Spring meeting of 1942 in St. Paul, Minn., April 20 to 22, and the annual meeting at Baltimore, Md., Oct. 19 to 21.—Hubble.

Grocery Manufacturers Discuss Post-War Period

DISCUSSIONS at the 33rd annual convention of the Associated Grocery Manufacturers of America, held at the Waldorf-Astoria, New York City, Nov. 5 to 7, centered on the present emergency and how to prepare for the post-war period.

For the present, the thought prevailed that selling and distribution costs must be kept as low as possible in order to help in the prevention of undue price rises to the consumer. The cost of food was considered a leading factor as a threat to inflation and the assembled manufacturers were warned that as a result they must see to it that prices do not get out of bound, either because of shortages, manipulation, or costly sales practices. In regard to sales costs, the manufacturers were urged to assume more rigid control over funds appropriated for cooperative space in local media, to eliminate over-the-counter deals, and to reduce the quantity and size of their point-of-purchase display units.

It was pointed out that retail food store sales in 1941 will be the largest in history, probably around 12½ billion dollars. This volume is an increase of about 1½ billion dollars over 1940, and \$250 millions over the previous all-time high in 1929.

As to the future, the general feeling was that this country would immediately after the war become the granary of the world and would thereby keep employment and factory production at a high level, at least until the war-stricken nations were again back on their feet, industrially and politically. That rehabilitation may take years to accomplish.

In addition to the foregoing, our own people will be back in the market for many products and services denied them during the emergency.

This optimism, however, was somewhat dampened by the prospect of future taxes and their effect on expansion programs during the post-war period. The opinion prevailed in many minds that the needs of the post-war period and their contemplated benefits mean nothing unless some hope exists that the expansion expenditures will be fruitful. The tax burden on industry must be lightened and spread more equitably in order to make this post-war period successful.

Propeller Club Predicts Future Ship Records

HOW best to prepare for the aftermath of the war was the dominant theme throughout the tense and crowded convention of the Propeller Club of the United States, held jointly with the American Merchant Marine Conference in San Francisco on Oct. 21-24, with the largest attendance in the history of these organizations.

Facing what every responsible person in the merchant marine realized were the gravest and most difficult problems in the history of the shipping industry as well as the Nation, 1,000 delegates (plus 1,500 visitors) representing shipping, shipbuilding and allied marine industries as well as maritime officials, flocked to the Fairmont Hotel for the first of these conferences to meet on the West Coast.

General chairman Edward H. Harms described the gathering in his remarks at the opening session as, by all odds, the most important shipping event ever held in the United States. Although the main purposes of the Propeller Club include, in addition to furthering and supporting an American merchant marine, the aiding of harbor improvements and inland waterways,

and the presentation and encouragement of marine architectural ideas and plans beneficial to the American merchant marine, this meeting was devoted to the laying of a course through the current emergency, and a long-range attempt to forecast, anticipate and prepare for the gigantic problems that are inevitable when the war ends.

The immediate problem was recognized as that of providing as quickly as possible enough ships to meet current demands and national needs, and operating under a wartime world economy. But to avoid chaos and postwar destruction, the shipping industry now must look ahead to the aftermath of the war days. Speaker after speaker emphasized this point, and highlighted problems that would have to be faced.

At the meeting on the first day of the National Board of Governors, Thos. A. Scott, national president of the Propeller Club, emphasized "The great problem is to keep our merchant marine privately owned and operated. After the war we must find out how we can buy and operate profitably on reasonable capital the ships now being built by the Government. We must keep the merchant marine from nationalization." Scott also underlined the necessity of selling the merchant marine to the Nation "as an all-time need, both for national economy and national defense." The inland areas of the country were in particular need of education to this fact, Scott said, and he called this task the Propeller Club's and the Merchant Marine's "number one job."

The principal speakers during the 4-day conference included most of the big names in the marine world, among them as guest speaker, Rear Admiral Emory S. Land, whose subject was "America's Cross-eyed Stepchild—the United States Merchant Marine." Other speakers were: H. Gerrish Smith, president, National Council of American Shipbuilders; Frank J. Taylor, president, American Merchant Marine Institute; Carroll L. Wilson, director, Bureau of Foreign and Domestic Commerce; R. Earle Anderson, Director of Finance, United States Maritime Commission; Rear Admiral A. H. Van Keuren, assistant chief, Bureau of Ships, Navy Department; Mark O'Dea, Director of Information, U. S. Maritime Commission; Commissioner Howard L. Vickery, U.S.M.C.; J. Lewis Luckenbach, chairman, American Merchant Marine Conference Committee; Earl M. Thacker, Thacker Transportation Co., Honolulu, T. H.; Comdr. R. S. Field, Director Bureau of Marine Inspection and Navigation; Rear Admiral R. R. Woesche, Commandant, U. S. Coast Guard; Arthur M. Tode, honorary president, Propeller Club.

Land Approves Monopoly

Admiral Land emphatically stated that, after the war, the U. S. merchant marine must aim at carrying a minimum of 50 per cent of American goods in American ships. Land said he favored Captain Vickery's proposal to compete for the tramp shipping business formerly dominated by Great Britain and Greece by using, after the war, the EC-2 ships. He thought it unlikely that postwar times would see a surplus of tonnage, pointing out that 14,000,000 tons have been sunk already, and no one knows what the immediate future will add to this figure. America's expanded program of building will not even offset this figure, he said.

Land threw out the suggestion that, after the war, it would be common sense to bring up to maximum efficiency, every American shipping service by replacement with vessels now being built: intercoastal, coastwise and offshore. There is no reason why the American merchant marine should not become the best in the world and Admiral Land gave the impression that every legal means of his department would be used to this end.

In a press conference, Land told reporters that if it were not for the Sherman anti-trust laws, he would

approve of making a monopoly of the U. S. merchant marine. He said that "ship consciousness" is increasing in the U. S. Pointing out that the end of 1943 should see 1,200 ships, totaling some 13,500,000 tons, put into service, the Admiral said whether or not this would solve the Nation's maritime problem depended on future tonnage losses due to belligerent sinkings.

Warning on Rates

Commissioner Vickery warned shipping men that "unless the shipping industry takes a good grip on itself" with respect to rates, he believed general requisitioning of shipping would be inevitable. In posing 5 questions to shipping men, Vickery pulled no punches. He said:

"First. Is the shipping industry padding its share of the national expense account? There is much criticism of rates in some trades, and unless the industry takes a good grip on itself in such matters, I believe that general requisitioning is inevitable. The Commission has endeavored to set maximum time charter rates, but cannot hope to provide an answer to each individual rate question without undertaking a more extensive inspection and control than any of us want."

"Second. What is going to happen to those who have bought expensive modern ships when the war is over? I think it hardly safe to assume that our fast, modern C-type vessels and tankers are going to be sold for \$5.00 a ton when the war is over, or that the Commission is going to turn cheap tonnage of any kind loose on the market. The Commission will use every means in its power to protect the huge investment that has gone into the new ships. If any of you are thinking of new ships you might do well to put aside something for them while you can."

"Third. To what extent are tax exemptions and subsidies necessary while this war lasts? These aids were necessary during the depression, but the need for them now should be restudied in the light of existing conditions. With the 7 lean years past it is very shortsighted to strive for tax exemptions and subsidies which cannot be clearly justified today. The public will not take kindly to such proposals when it is being asked to make personal sacrifices for National Defense."

"Fourth. What is to be our share of the world's shipping after the war? When the war ends, we will control nearly all of the merchant shipping in the world and should be in a position to secure a just share of the world trade. While no one expects altruism among shipping men, there will be an opportunity to achieve stability for a period of a few years at least if our maritime rivals are willing to do business. What sort of agreements do we want and how are we going to get them?"

"Fifth. What about the slump that is going to occur after the war? This is our opportunity, and we may not have another, to plan for the men and ships that will not be needed on the regular trade routes when this emergency ends. We have designed the finest ships afloat, suitable for every kind of trade. It is an infinitely harder task to design a plan for keeping the men who have built and who run these ships employed, come the day when the war will be over, and the little cargo boats, they've got to load or die. However difficult it may be to draw this plan, it is the principal job which you of the industry, and we of the Maritime Commission will have to do. We might as well start to work on it now."

An unscheduled speaker, giving an extemporaneous talk, was Dr. Henry F. Grady, president of American President Lines, who returned to San Francisco shortly before the conference from a 2-mo. economic inspection tour of countries in southeastern Asia at the request of President Roosevelt. Grady said very definitely that he expected the Far Eastern situation to be cleared up and the threat of invasion of the Dutch East Indies to be lifted.

Carroll L. Wilson, director of the Bureau of Foreign and Domestic Commerce, attempting to chart the course of "Our Foreign Trade in an Unfamiliar World," foresaw a worldwide demand of the people for higher living standards and told shipping men, "When business raises the world's living standards by even a little, you can have those much needed cargoes. Most certainly it will not be easy to activate that huge latent post-war market. All the imagination and skill and ingenuity of business at its best will be required to rebuild a better world after destruction has run its course." For this country, Wilson thought "An expanding trade must be built by daring and hard work. Our people will have to support their government, when the time comes, in collaborating with the other democracies to create a new set of rules, rules designed to foster trade the world over, wherever ships may sail and merchants gather to bargain."

Giving the facts on "Naval Acquisitions from the Merchant Marine and the Prospects for their Future Employment," Rear Admiral A. H. VanKeuren said: "It is true that the Navy has recently found it necessary to take over several commercial vessels for cargo-carrying purposes and to operate them with their regular civilian crews. This necessity was brought

about by certain developments in the Iceland maneuver, and it is expected that the civilian crews will be supplanted by naval personnel as soon as the latter becomes available."

Earl M. Thacker, president of the Propeller Club's Port of Honolulu unit, painted a glowing picture of the value of the Hawaiian Islands to the Nation, both in defense matters and economically, strongly urged statehood for Hawaii, and prophesied the early inauguration of plane services which would "bring Hawaii and California as close together as Chicago and New York were only a few years ago." Thacker said there was a plan afoot, "through shipping interests serving Hawaii," to "inaugurate a shuttle service as soon as possible" between the Islands and the mainland.

Joseph F. Marias, San Francisco Harbor Commissioner, who welcomed the delegates and made one of the keynote talks, told *DandW* he thought the most encouraging fact in the entire conference was the emphasis laid on preparation now for the aftermath of the war period. These preparations, Marius thought, guaranteed, not a sporadic, but a permanent shipbuilding industry, permanent maintenance of an adequate merchant marine and the building of, not a two, but a three-ocean navy (Atlantic, Pacific and Asiatic), plus the recognition that the merchant marine and the navy must never again be allowed to deteriorate but must be maintained as the strongest on earth. Ships must be dated by obsolescence, not by age. The Nation must be educated to accept a tax burden that will maintain maritime equipment and personnel at peak efficiency in peace as well as in war time. All of these facts were fully recognized at the conference, Marias said.

Another significant point emerging from the discussions was the recognition of the wisdom of private and public bodies in the maritime field laying aside funds now for post-war construction, improvement of port and harbor facilities, and similar works.

Indications at the conference were that other States would do what Governor Culbert L. Olson of California has done. Through his Planning Board, the Governor has allocated \$100,000,000—being accumulated now by the State—for post-emergency construction. Every department of the State has been ordered to do its share toward thus cushioning the shock of anticipated post-war depression. "While not neglecting maintenance now," Marius told the conference, "the San Francisco Harbor Commission is also setting aside every nickel for post-emergency construction operations." Governor Olson, speaking before the convention, stressed the wisdom and necessity of decentralization of industry, including production of steel. "The need for steel in these Western States can be supplied from the raw materials of these States."—*Gidlow*.

Resolutions adopted by the Conference include:
 Recommendation for an adequate aircraft salvage law to protect "both salvage rights of salvors of aircraft at sea and the salvage obligations of aircraft as salvors at sea";
 Urged that discriminatory tonnage tax against American vessels, in relation to those of Philippine registry be removed by "restricting the present exemption to ships of Philippine registry to apply only on cargo loaded in the Philippine islands, thereby placing American-flag ships on the same competitive basis as ships of Philippine registry";
 Urged support to Maritime Academies;
 Recommended modification of Panama Canal tolls, "insofar as they pertain to vessels of the United States";
 Favored provision by Congress of adequate appropriations for navigation and flood control, and that the U. S. Engineer Corps be continued as the agency which shall have full responsibility for such activities;
 Urged that the President of the Propeller Club appoint a committee of 5 members or more to educate the public to the need for an adequate merchant marine;
 Suggested that the Congress of the U. S. modify the existing law relating to narcotic fines "so that the innocent shipowner or master shall not be liable for such penalties unless it shall be established that the presence of narcotics on board was caused by the failure of the shipowner, or the master, to exercise reasonable care in endeavoring to comply with the laws."

Southwest Warehousemen Re-elect Schwecke

WITH delegates from Texas, Louisiana, Arkansas, Oklahoma and New Mexico attending the 24th annual convention of the Southwest Warehouse and Transfermen's Assn., held at the Rice hotel, Houston Nov. 6, 7 and 8, Leroy L. Schwecke of Houston was re-elected president. The keynote was, "building for the termination of the emergency."

Other officers included Roscoe Carnrike, Fort Worth, again named chairman of the board, and Seth Davis, Tulsa, first vice-president; Chester Bradley, Dallas, 2nd vice-president; Robert Black, El Dorado, vice-president for Arkansas; I. A. Faulk, Monroe, vice-president for Louisiana; Curtice Robertson, Oklahoma City, vice-president for Oklahoma; and William Boyce, Amarillo, vice-president for Texas.

Besides Mr. Carnrike, members of the board of directors are: Jules de la Moriniere, Houston; Robert Garwood, Corpus Christi; Roy Wilson, Longview, Texas; R. A. Rogers, Fort Worth; and N. S. Von Phul, San Antonio.

Those on the executive committee are L. L. Schwecke, Seth Davis, Chester Bradley and Jules de la Moriniere.

Amos E. Brooks, Fort Worth, was again named secretary-manager. In commemoration of the association's Silver Jubilee, Fort Worth, the city where the warehousemen first met, was selected for the 1942 convention.

After an address of welcome by Mayor Neal Pickett, in which he urged national unity, and a response by Roscoe Carnrike, as chairman of the board, president Schwecke, after paying a special tribute to the late Sigmund Westheimer, as founder, urged an extension of good fellowship from members of the association to new warehousemen in their communities and pointed out the value of the so-called "grass roots" or sectional meetings as a substitute for the semi-annual convention.

Referring to the pickup and delivery situation in Texas and Oklahoma, Mr. Schwecke stated the matter to be under control. Urging complete co-operation with official Washington as to storage space in the Southwest and reports on surveys, he said:

"We find sufficient space available for the present emergency. The warehouses in the larger cities may be able to work a co-operative plan with the government, whereby government supplies in any quantity could be handled and stored under a single contract negotiated through the association office, and divided among the participating warehouses."

Mr. Schwecke also urged an educational campaign, based on the knowledge obtained at the "grass roots" conventions, and building up an advertising fund to be used after the present lapse of the emergency.

Secretary Brooks reported that, although the grass roots convention the first year had been experimental, there had been a definite increase in firms represented, people contacted and cities represented. He also reported aid on the franchise laws and bond law.

Reports from vice-presidents and sectional keymen revealed that in Texas attempts to include warehouses in the bill to tax chain stores had been prevented through explanations to the attorney general on how warehouses operated, thus clarifying his interpretations. All speakers reported a favorable year with a large increase in business, N. S. Von Phul of San Antonio, however, took occasion to warn against the let-down following the present spurt.

Other speakers pointed out that the Specialized Motor Carrier Act was not completely satisfactory. The warehouse section was confusing,—putting taxation on an intangible basis,—but was preferable to the gross receipts tax. Mr. Brooks indicated that court actions would further clear this statute. Legislative

committees urged an amendment to Texas statutes to allow out-of-state distillers to store in Texas warehouses, and Gus Weathered, Dallas, former president of the American Warehousemen's Assn., asked the association to go the limit in offensive and defense tactics to help groups and individual firms in their legislative problems. He recommended action to remove trade barriers and a neutral attitude in transportation matters.

Other committee members suggested a plan of buying recommended commodities for the use of individual warehouses through the Southwest Warehouse and Transfermen's Assn., or the formation of a special company, if incompatible with State and Federal statutes, thus allowing material savings.

Ill Will Chaser

Referred to as an international ill will chaser, Joseph M. Marrone, New York City, executive of the American Arbitration Society, discussed the utilization of arbitration rules, followed by an open discussion as to the application of such an arbitration clause to warehousemen's contracts and the effect of such a clause on the customer. Mr. Brooks was instructed to study Texas statutes and report whether such a clause would be feasible.

Mr. Marrone said in part, "It is invariably the mover or storer who is accused of playing the villain when the pet vase is cracked. Experience has taught that in a great many cases the damage done is not the warehouseman's doing and the money claimed is too often in excess of actual worth.

"Customer complaints can produce a heavy debit, in 2 ways, viz., by the client threatening to sue; and secondly through loss of customer good will. Litigation is complicated and time wasting. Even in winning the case the customer's goodwill is invariably lost."

Mr. Marrone then suggested the inclusion in every contract of an arbitration clause to settle claims and breaches of contract in accordance with the rules of the American Arbitration Society, allowing judgment upon the award rendered to be entered in the court having jurisdiction.

"This simply means," Mr. Marrone said, "that disputes shall be settled out of court by a tribunal of impartial arbitrators chosen by both sides from a panel of local men whose records are unimpeachable. The hearings are arranged within 2 weeks after notification of a dispute, the atmosphere is informal and the parties are allowed to state their grievances and defenses, leaving the decision to the tribunal's judgment. The arbitrators are unpaid and glad to serve for the public weal."

Government Business

Openly charging discrimination in the manner of awarding bids for packing and moving government jobs in the Eighth Corps Army Area, speakers declared, in an open panel conducted by Clarence Geiselman of Houston, that the spread of such bids was too great.

Mr. Geiselman said that the methods in this area in requiring lump sum bids for long distance moving were unfavorable to the legitimate operators "The quartermasters have sent innumerable bids out to any and all kinds of operators. As many as 22 bids on one job have been sent. This has caused the jobs to be bid on at ridiculously low prices.

"We have, therefore, had to divert as much as possible to our packing departments, before the general rise in prices of packing materials and labor. Since then prices have jumped and we are still allowed only \$1.90 per cwt. Labor is approximately 50 per cent of the job and it is sky-high. Other rises are in accordance."

Continuing the discussion, S. J. Beauchamp, Little Rock, secretary of Allied Van Lines, Inc., and a director of the Household Goods Carrier Bureau, complained that the Federal Government has fixed a minimum rate for moving and packing but requires the Army to get service far under these rates where possible. The result, according to Mr. Beauchamp, is that Army officers have their furniture moved from one post to another by sub-marginal companies.

Declaring that the best cartage firms can't get Army business at compository rates, he said: "The government should buy and pay for transportation at the same rate charged the general public. The present rates they are paying are in no way based on the cost of the service." Mr. Beauchamp then said that the greatest trend in van transportation today is the movement of furniture into the Southwest, particularly into Texas, and is noticeable in the movement of Army men and defense workers.

Rate Increases

Dr. John H. Frederick in his talk on "The Effect of the National Defense Program on Warehousing," pointed out that the increasing demands for storage will be felt to a greater or less degree in different parts of the country. Many of the products that are or will be shut off from public storage, however, never bulked very large in total amount, being handled through private branches. It is possible that with volume cut down these manufacturers may see the wisdom of using public warehouses. Thus, priorities may actually bring new accounts to the warehousemen, especially, if it becomes necessary as a result of transportation congestion to store near the customers. Some warehousemen, heretofore, chiefly in the distribution business, may also find themselves in the bulk storage field.

Price ceilings must be watched, continued Dr. Frederick, because once they have been established, there will be little likelihood of warehousemen getting higher rates. If higher rates are needed, they should be considered and acted on before product price ceilings have been established.—Bourland.



A majority of the new board of directors of the Southwest Warehouse and Transfermen's Assn. Reading from left to right: Curtice Roberston, Oklahoma City, vice-president for Oklahoma; R. A. Rogers, Fort Worth, director; Bob Garwood, Corpus Christi, director; Bill Boyce, Amarillo, vice-president for Texas; Chester Bradley, Dallas, 2nd vice-president; Seth Davis, Tulsa, first vice-president; N. S. Von Phul, San Antonio, director; Leroy L. Schweske, Houston, president; and Amos E. Brooks, Fort Worth, secretary-manager.



LETTERS TO THE EDITOR

For obvious reasons, names of persons or their companies are not published unless permission is specifically given *DandW* for so doing. Such information is desirable in this department and so we ask contributors to please cooperate.

Questions Covered in • Side Track Agreement

WE were very much interested in Mr. Elwell's articles in recent issues of *DandW* covering Side-track Agreement and Liability Insurance.

We have gone into this matter quite thoroughly with our insurance agents and they assure us that we are fully protected in the paragraph which we have marked with red pencil on the copy of policy enclosed. Will you please give us the benefit of your experience and advise us if we are covered in the event that a fire should break out in our plant and destroy a railroad freight car under this policy?—W. H. Bowersock, T.M., Red Star Yeast and Products Co., Milwaukee, Wis.

Answer—In answering above inquiry, Mr. Elwell has the following to state:

"We have examined the marked paragraph in the copy of the policy enclosed with your communication. It is our opinion that your company is protected in the event a fire should occur at your plant resulting in the destruction of a railroad freight car resting on your siding. To avoid possible complications, however, it might be advisable to request a "rider" from your insurance company, to be attached to the policy. This would provide for specific protection without any additional premium.

"You, of course, will please understand that in presenting our views as herein outlined, we are not attempting to furnish a legal opinion, because that angle comes within the province of your own lawyer. Further, the writer makes no claim to being an expert on insurance matters. You will note the postscript in the above mentioned article directing attention to the fact that the writer is not connected with, or interested in, any insurance company.

"In regard to your definite question, we recommend that you check up on our opinion, as herein given, with that of your attorney and also your insurance broker.

"The *DandW* article, to which we both refer, was written on the basis of the writer's study, observation and experience, extending over a period of 25 yrs. in dealing with such matters. Likewise, to direct attention in a general way to a most serious problem which, unfortunately, is so frequently ignored by numerous owners of private sidings."

Regulation of Transport In States

(a) Are there any regulatory bodies, other than the Interstate Commerce Commission, that govern transportation in and between New York, New Jersey, and Pennsylvania?

(b) Since the passage of the third section of the Act, is there any regulatory body other than the Interstate Commerce Commission that deals with interstate or foreign water carriers?—Reader.

Answer—(a) Several States have public utility and

transit commissions that regulate transportation within the confines of their own State. Transportation between the States comes under the jurisdiction of the Interstate Commerce Commission.

(b) Since the 3rd section of the Interstate Commerce Commission Act was passed, the Interstate Commerce Commission continues to regulate the forms of transportation which come under the original Act as well as the transportation heretofore regulated by the Maritime Commission. The Maritime Commission still controls certain physical operating conditions of the water carriers.

Recourse for Difference Between Rates

WE shipped via motor carrier and routed the shipment "A"—Chicago, "B"—beyond, "A," instead of following our routing, turned the shipment over to motor carrier "C" at Chicago. Carrier "C" protected first class rates on joint hauls; carrier "B" protects 3rd class rates. Have we any recourse for the difference between 1st and 3rd class, inasmuch as our commodity is rated 3rd class?—Reader.

Answer—It would seem that "A" carrier did not follow the instructions given it. Consequently, the problem reverts itself to a question of contract. In our opinion "A" carrier is responsible for the difference between the first and 3rd class rates. However, this is a problem for your legal department.

Damage Claim Formula

WE have had at times damage claims against a rail carrier. Is there any formula to determine the amount of damages caused us.—Reader.

Answer—It is impossible to give you a specific formula to determine what damages you are entitled to for claims against a rail carrier, in view of the fact that different damages require different bases for settlement. If merchandise was shipped freight prepaid to Oil City and did not arrive through fault of the carrier, then the carrier would be liable for the replacement value of the merchandise at Oil City less, of course, the transportation charges from point of destination to Oil City. In the event part of the shipment was only delivered, then the carrier would be liable for that portion not delivered.

I.C.C. and State Rate Regulations Govern

A MOTOR carrier subject to the I.C.C. and having a certificate says that it is not subject to the I.C.C. in respect to its purely intrastate rates and regulations. Can we make this carrier give us the same rates as he gives our competitors?—Reader.

Answer—Your question is not entirely clear. We do not know what particular movement of freight you have in mind. If the movement is purely an intrastate move and not part of an interstate move, then these rates
(Concluded on page 66)

WATERWAYS AND TERMINALS

Injunction Granted San Francisco Port Area on Rate Order

A 60-day injunction, subject to extension, has been granted San Francisco Bay Area ports following the plea of the Harbour Board for such a stay against the Maritime Commission's order regulating rates and practices at these ports. The injunction was granted by a 3-judge Federal court sitting *en banc* in San Francisco on Oct. 29. The injunction applies to the petitioning ports of San Francisco, Oakland and San Francisco. The judges were Judge Harold Louderback and Judge Micaeh Roche of the District Court and Circuit Judge Curtis Wilbur. The injunction order became effective immediately.

In asking for the injunction against USMC, the counsel of the State Board of Harbor Commissioners contended that the Commission had no jurisdiction over the 3 ports or over any State agencies, that the Shipping Act of 1916 had no application to the case in point. The Harbor Board further claimed that the Commissioner's order constituted an act of discrimination against the San Francisco bay ports, since other ports do not come under the order.

The Commission previously issued docket 555 which laid down rules and regulations affecting demurrage and bulkhead rates for the Port of San Francisco, and established a limit on free time for the loading and unloading of offshore cargo. The order increased the wharf storage rates at the Bay Area ports. As a result, port authorities say, these ports would be placed at a disadvantage and cargo would be diverted to competing ports not affected by the Commission ruling. As a result of the petition for injunction by the 3 ports, Federal Judge A. F. St. Sure ordered the Maritime Commission to appear and give cause why an injunction should not be issued.

Joseph F. Marius, California State Harbor Board head, says: "No other ports are restricted by the Commission in the way it is proposed to restrict our Bay Area ports. This is clearly a case of discrimination and we will fight the order." The injunction order is the first step in the fight. Unless the Government takes steps against the injunction, it will be regarded as permanent.—Gidlow.

Calif. Port Group Backs Governor's Post-War Plans

Two significant resolutions were passed at the recent meeting of the California Assn. of Port Authorities held at Stockton. The organization went on record as approving of and being willing to co-operate with Governor Culbert L. Olson's State Planning Commission, which has been asked by the governor to study and submit a program of reconstruction projects which may be carried out when the present emergency is over, "projects which may be utilized to offset the possibility of a sudden decrease in employment." It was resolved that "the California Assn. of Port Authorities co-operate with the State Planning Commission and that each member port compile and furnish available data for the consideration of the State Planning Commission."

The 2nd resolution read: "Whereas the California Assn. of Port Authorities as well as the Northwest Marine Terminal Assn. have filed Section 15 Agree-

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ments with the U. S. Maritime Commission and whereas both of said bodies are now co-operating under said agreements, be it resolved that the California Assn. of Port Authorities recommends that similar port groups in other coastal sections of the United States be encouraged to file similar agreements as a forward movement and a constructive and stabilizing influence in the port industry."—Gidlow.

Richmond, Calif. as Port for Manganese and Chrome Cargoes

The San Francisco bay area has a new terminal for trans-Pacific cargoes of manganese and chrome, according to announcement just made by F. D. Parr, president of the Parr-Richmond Terminal Corp., who has completed arrangements with C. O. Bradshaw of the Metals Reserve Co., Washington, D. C., for Richmond to be designated for this war materials terminal.

The establishment of Richmond as a port of trans-shipment was to expedite movement of strategic defense ores from the Philippine Islands and the Far East, to manufacturing centers. Thus far, the defense ores have been sent direct to Baltimore via the Panama Canal.

The second largest port on the Pacific Coast in point

of tonnage capacity, Richmond has come to the fore during the present emergency through its new shipbuilding industries, including the Richmond Shipbuilding Corp. and the Todd-California Shipbuilding Corp. The Parr-Richmond Terminal Corp. operates all of the public ocean terminal facilities of the port, which are owned jointly by itself and the city of Richmond. Equipment to take care of some 150,000 tons of ore annually will be installed.—*Gidlow*.

New Orleans-Tampa Barge Line Hearings

New Orleans and Tampa shipping interests told Examiner Frank C. Weems at an Interstate Commerce Commission hearing that the need of a permanent barge line between the 2 cities is "vital."

The hearing was held on the application of the Coast Transportation Co., which now is operating on the route under a temporary permit. Theodore Brent, president, told the examiner he needed the new permit to fulfill a contract with Swift and Co.

The Pan-Atlantic Steamship Corp. protested. L. A. Parish, its freight traffic manager, said his company's ships are capable of carrying much more cargo than is being handled.

Both the applicant and the protesting company were given until Dec. 1 to file briefs. Later findings of the examiner will be forwarded to the I.C.C. at Washington for a ruling.

"We patronize water services very generously and water transportation is very vital to us," testified Joseph H. Darnell, traffic director of the Tampa chamber of commerce.—*Brown*.

Oswego—City and Port of General Utility

Ten years have changed Oswego, N. Y., both as a city and port to advantage as a growing manufacturing center and port, with many possibilities in the years to come.

Until 1931, Oswego Harbor was available only for ships drawing not more than 14 ft. of water. The draft restrictions in the former Welland Canal and the St. Lawrence Canal system caused decadence of commerce, which, apart from the transfer business of Westbound cargoes through the old canal system of the State, was marked in a period covering over a half century to date.

Without the possibility of tremendous tonnage likely to come in the next few years through the New York State Barge Canal to Oswego, and/or the development of lake lines, it is questionable if the status of the port would have been changed greatly in spite of the opening of the new Welland Ship Canal, which permitted the many carriers of the upper lakes to pass down Lake Ontario. The barge canal route and the New York, Ontario & Western Railway's paralleling operation from Oswego to the Hudson is basically one of the principal reasons for development of the present Port of Oswego, and a factor of utmost importance in the city's industrial growth and the port in waterborne tonnage.

Today, 1941, some 10 yrs. have passed, and through the cooperative efforts of the Government, the city fathers, and the far-seeing members of the Oswego Harbor and Dock Commission, proper construction of harbor works and widening possibilities for the use of the port have completely changed future prospects these several years, and as the commerce has expanded in spite of obvious handicaps, these brighter prospects for the future have become more apparent.

In 1880, the census reflected that Oswego population was 21,116. In 1941, some 60 yrs. later, with suburban areas included, it approximates 25,000. Oswego transportation facilities are practically the same as at that time, except the archives of the city show that pas-

senger trains numbered 23 arrivals and 23 departures, then, each day. The inroads of highways for more expedient connections, as well as the automobile, has reduced the combined railroad's passenger operation approximately 90 per cent, but the offsetting factor is now the voluminous increase of waterborne tonnage, as well as Oswego expansion in manufacturing plants.

The merchants of Oswego now show to advantage through display facilities the better merchandise priced to meet the wage levels of the territory, and should improve substantially their fields of endeavor to greater expansion and profits as the Port of Oswego and city enjoy the timely industrial development and/or waterborne traffic that, through the coordinated efforts of the mayoralty, Chamber of Commerce, Harbor and Dock Commission Public Utilities, New York Central Railroad, Delaware, Lackawanna and Western Railroad, and New York, Ontario and Western Railway, all working in unison, will make possible Oswego development as a city and port of general utility.

Ships Will Operate Late on the Great Lakes

Only weather and the possible change in marine insurance to accommodate the national defense needs will determine the close of the navigation season for Great Lakes fleets operated from Detroit.

Conferences have been held recently by the marine insurance syndicates on the possibility of easing rates and dates that in the past have marked the midnight of Nov. 30 as the end of the regular insurance rates and provided premium rates to as late as Dec. 12.

This and the work of the Federal Government in employing ice breakers will determine the action of fleet officials. The Government has leased the Michigan State ferry Sainte Marie for use in the St. Mary's River until Dec. 15, and the Coast Guard cutter Tahoma also has been sent to Sault Ste. Marie. The Coast Guard will have 2 planes operating from Traverse City to aid navigation.

The Ford Motor Co. will operate its vessels in the ore trade as late as possible, and the tugs and barges will move between the Detroit River and Toledo well into December, weather permitting. Last year, the Detroit-Toledo coal trade was almost continuous all winter. The Ford canal motorships are to be used on the lakes as long as weather permits, company officials say, with the possibility that the motorship Norfolk will remain on the seaboard.

Final automobile cargoes got into Lake Superior by mid-November, but favoring grain rates were expected to keep freighters of both the Nicholson Transit Co. and Nicholson Universal Steamship Co. moving in the upper lakes until Nov. 30 or a few days longer. Nicholson Transit plans to move in Lake Erie until mid-December, and Nicholson Universal automobile carriers will continue in the lower lake as long as weather and rates are favorable.

Detroit & Cleveland Navigation Co., automobile carriers, also will be kept in the Lake Erie trade well into December and the heavy package freight trade may continue the passenger steamer City of Cleveland III moving until Dec. 12.

Lake Ships to Run in Southern Routes

Great Lakes steamships, normally tied up all winter, will be diverted to Southeast Coast routes of the U. S. F. T. Cuttle, assistant manager of the bulk freight dept. of Canada Steamship Lines and technical adviser on inland navigation problems to the Canadian Shipping Board, revealed.

"They will help to replace requisitioned American boats now operating over to the United Kingdom," said Mr. Cuttle, adding, "The Ministry of Shipping is particularly anxious to help meet the need for vessels

(Continued on page 53)

Personnel

A. C. Schier, general traffic manager, General Foods Corp., New York, has been elected president of the Traffic Club of New York. Others elected are as follows: W. W. Finley, Jr., freight traffic manager, Penn-



A. C. Schier

Ben Pinchot

sylvania Railroad, first vice-president; W. P. Rudrow, vice-president, Dichmann, Wright and Pugh, Inc., second vice-president; H. H. Goble, district freight agent, American Hawaiian Steamship Co., secretary; George G. Roddy, vice-president and general manager, Interlake Terminals, Inc., treasurer. Board of governors: J. P. Krumech, traffic manager, American Car and Foundry Co.; J. M. Breen, general freight agent, New York Central; and H. W. McArthur, general traffic manager, U. S. Industrial Alcohol Co. and Air Reduction Co.

J. Raymond Shoemaker, president of the Hygeia Refrigerating Co., Elmira, N. Y., has been appointed consultant on refrigerated warehousing in the transportation division of the Office for Emergency Management, according to announcement of Ralph Budd, Transportation Commissioner. Mr. Shoemaker will handle prob-



J. Raymond Shoemaker

lems relating to the handling and storage of perishable food products, including lend-lease commodities. He will work with the various procurement agencies of the Government to see that the most economical and efficient use is made of available cold storage facilities to

meet the needs of both domestic and export requirements.

Mr. Shoemaker is one of the outstanding refrigerated warehousemen, having been in the business for the past 35 yrs. He has been affiliated with the American Warehousemen's Assn. for many years, having served as an officer and member of the executive committee of the Assn. of Refrigerated Warehouses and for 17 yrs. as president of the N. Y. State Warehouse Assn.—*Manning.*

Eric Dahl has been appointed to the position of director of sales promotion and advertising in Allied Van Lines, Inc., Chicago. Mr. Dahl is already known to a number of warehousemen through his most recent position as sales promotion director of the Southern Florida Hotels. He is a graduate of Northwestern University where he majored in economics, merchandising, and advertising. Prior to his graduation, however, he had conducted his own advertising agency in Evanston. He became assistant advertising manager of the Evanston News-Index upon graduation and after 2 yrs. in that work, his employer, Rufus Dawes, recommended him to the Chicago World's Fair planning group. In connection with this promotion he took the post of assistant manager of the Chicago Assn. of Commerce and handled publicity, advertising, and convention work attendant to Chicago's successful world's fair. In 1929,



Eric W. Dahl

Moffett Studios

he went to Grand Rapids to become manager of that city's Convention and Publicity Bureau, and also served in the capacity of assistant to the president of the Pantlind and Morton Hotel companies. In the Fall of 1937 he joined the Dougherty Florida Hotel and Club Properties Organization, this company now being known as Southern Florida Hotels. He is married and the father of 2 sons.

George W. Healey, formerly connected with Greyvan Lines, Inc., has been appointed sales and advertising manager of the North American Van Lines, Inc. The appointment was announced by Merle Fullerton, president of the North American Lines, Inc., at the board of directors meeting in Cleveland, Nov. 9. Mr. Healey has been with Greyvan Lines, Inc., since it was organized in 1929 and has served on the board of directors and as treasurer of the Household Goods Carrier's Bureau for several years.

Lloyd Swayne, vice-president of the San Francisco Warehouse Co., San Francisco, Cal., has been appointed Pacific Coast co-ordinator of the Maritime Commission's Div. of Emergency Shipping. This is a salaried job. Mr. Swayne is a former president of Swayne &

Hoyt Steamship Co., liquidated, and he is a part owner of the Kellogg Express Co.—*Gidlow*.

Henry C. Retzer, Beverly Hills Transfer & Storage Co., Beverly Hills, Cal., was recently elected president of the United Van & Storage Assn. of Southern California. Other new officers and directors are: J. L. McAdam, Orth Van & Storage, Pasadena, vice-president; Frank P. Moriarity, Bert Smith Van & Storage Co., Los Angeles, secretary; H. P. Harris, Coast Van & Storage Co., Los Angeles, treasurer. Directors: V. D. Slocum, Van Nuys Van & Storage Co., Van Nuys; O. L. Norris, Red Ball Van & Storage Co., North Hollywood; and A. L. Gleason, Sun Moving & Storage Co., Los Angeles. Harold Blaine was reappointed executive secretary.—*Herr*.

G. D. Allman, president of the United States Cold Storage & Ice Co., Chicago, has become acting executive secretary of the Assn. of Refrigerated Warehouses, serving in the absence of W. M. O'Keefe, who has been in Washington, D. C., for a number of months.

L. C. Wolfe, traffic manager of the B. F. Goodrich Co., Los Angeles, has taken over the duties of traffic manager for the Lone Star Defense Corp., Texarkana, Ark. A subsidiary of the Goodrich Co., of Akron, the new ordnance manufacturing plant will produce war supplies in a recently completed \$35,000,000 plant 7 miles west of Texarkana.—*Herr*.

W. C. Burbank, Burbank Van & Storage Co., Warren, Ohio, has recuperated from his 6-mo. illness sufficiently to leave the hospital in Cleveland for his home in Warren. There is a possibility of his being able to spend a few hours daily at his office.

F. L. Tourtellot, traffic manager of Dr. P. Phillips Co., Orlando, Fla., has become president of the newly organized Central Florida Traffic Club, Orlando. J. H. Rudd, Southern RR., is secretary-treasurer.—*Lord*.

George C. Randall, Assn. of American Railroads, has become consultant on port clearances in the Transportation Division, according to announcement of the O.E.M. He will handle problems arising from the movement of defense traffic, including Lend-Lease materials.—*Manning*.

F. J. Quick has become traffic manager of the A.A.A. Trucking Corp., Trenton, N. J.

W. C. Griffin, Washington, D. C., office of Assn. of American Railroads, has become assistant manager of port traffic, taking charge of the Pacific Coast ports, with headquarters at San Francisco. He will maintain closer supervision over export traffic to the various ports.

F. S. Shafer, president of the Newark Central Warehouse Co., Newark, N. J., has become president of the Traffic Club of Newark. He joined the association in 1925 and has served as first and second vice-president, chairman of budget and finance committee, chairman of speakers committee, and member of the nominating committee. Other local duties assumed include work on the transportation committee of the Newark Chamber of Commerce and on several committees of the New Jersey Industrial Traffic League. Mr. Shafer is a member of the New York and Jersey City traffic clubs and the Atlantic States Shippers Advisory Board. He is also a director of the Associated Traffic Clubs of America.

Warren J. Sullivan has resigned as president of the Niagara Frontier Industrial Traffic League, effective Nov. 1, because of his transfer to New York City as assistant traffic manager of the Barrett Co. He has also resigned as general traffic manager of the Con-

cord Grape Juice Institute, as traffic counsel for the Dore Research Corp., and as traffic manager for the United Grape Products Sales Corp., all in Buffalo, N. Y.

R. A. Warlick has been appointed general freight agent for the Lawndale Railway & Industrial Co., Lawndale, N. C., succeeding P. P. Richards, who resigned.

Julius Bouslog, Maritime Commission staff at Washington D. C., has been designated as district manager of the recently created Middle Atlantic District which will have its headquarters at Baltimore. J. J. Brune, Baltimore shipping man, has been designated as port agent.

Kenneth Sprague, Nestle's Milk Products, Inc., has become chairman of the board of governors of the Metropolitan Traffic Assn. of New York. John Bowie, McLellan Stores Co., was elected recently to serve as a member of the board for 2 yrs.

Frank E. Hess, president of the Blakeslee Co., Waterbury, Conn., has become president of the Connecticut Warehousemen's Assn., composed of 30 warehousemen engaged in merchandise and furniture storage, as well as local and long distance hauling. J. G. Hyland, vice-president of the Hartford Despatch & Warehouse Co., Hartford, is the new vice-president of the association, and Harry Yates of Bridgeport, the new treasurer.

Frank A. Payne, president of the Lyon Van and Storage Co., Los Angeles, Cal., has been appointed to the panel of arbitrators of the American Arbitration Assn.

Charles A. Miller, assistant general traffic manager, Pan American Airways, New York, has become president of Airlines Terminal, Inc.

L. W. Troutfetter has become traffic manager for the Kellogg Co., Battle Creek, Mich., succeeding Eugene Wallace, who retired Nov. 1.

Frank L. O'Neill has been appointed general traffic manager for the Minnesota Mining & Mfg. Co. at St. Paul, Minn., succeeding E. R. Cunningham, who retired. Robert Edberg has been named assistant traffic manager.

R. W. J. Flynn has resigned as general traffic manager for the North River Transportation Co., Yonkers, N. Y., to engage in other business.

P. H. Schroeder has been placed in charge of the traffic department of Winston & Newell Co., wholesale grocers, Minneapolis, Minn.

M. C. Sherwood, manager of the Kentucky Coffee Warehouse, was re-elected president for the 3rd consecutive time of the New Orleans Merchandise Warehousemen's Assn. Other officers are: E. B. Fontaine, president of the Commercial Terminal Warehouse Co., Inc., vice-president; Claude Peyrefitte, Riverside Warehouses, secretary; and A. M. Crighton, secretary-treasurer of Douglas Public Service Corp., treasurer. Members of the board of directors are: Mrs. Noella D. Collins, vice-president of Dietrich & Wiltz, Inc.; T. E. Gannett, owner of Standard Warehouse Co.; and G. L. Sheen, president of the Independent Warehouse Co.—*Brown*.

L. A. Bailey, for 20 yrs. Borden's traffic manager at San Francisco, has resigned. Transfer of all West Coast traffic activities of Borden to New York and de-

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Factories ON THE MOVE

PET Milk Co., Arcade Bldg., St. Louis, evaporated and powdered milk, etc., plans new one-story processing plant at Siloam Springs, Ark., with storage and distributing buildings, machineshop, powerhouse and auxiliary structures. Cost close to \$400,000 with equipment.

Superior Tool & Die Co., 21535 Hoover Ave., Detroit, has let general contract for one-story plant at Ferndale, Mich., to be occupied by Standard Reamer & Tool Co., 2620 Elmwood Ave., Detroit, a subsidiary which will carry out expansion at new location. Cost close to \$50,000 with equipment.

American Steel Foundries, Inc., 410 North Michigan Blvd., Chicago, will build new plant at East Chicago, Ind., for production of motor tank equipment for Government. Cost about \$9,413,000. Fund in that amount will be secured from Defense Plant Corp., Washington.

Continental Machines, Inc., 1301 Washington Ave., South, Minneapolis, Minn., combination sawing and filing machines, has asked bids on general contract for one-story plant, 80 by 200 ft. at Savage, Minn. Cost over \$85,000 with equipment.

Coca-Cola Co., 7 East 73rd St., Chicago, has let general contract for 2-story mechanical-bottling, storage and distributing plant, 180 by 209 ft., at 746 So. Jefferson St., including service and garage unit for company motor trucks. Cost about \$340,000 with equipment.

Basic Magnesium, Inc., Hanna Bldg., Cleveland, recently organized subsidiary of Basic Refractories, Inc., same address, has opened offices in War Memorial Building, Las Vegas, Nev., for engineering and supervision of erection for new plant for magnesium production for Government at Midway, near Las Vegas. Company also will develop magnesite mining properties near Lake Meade, Nev., and will build ore-treating plant near Luning, Nev. At Midway works, several by-products plants will be erected for production of chlorine, salt and other specialties. Entire project will cost \$63,000,000 of which about \$20,000,000 will be expended for buildings and remainder for machinery and other equipment. Appropriation in gross amount is being furnished by Defense Plant Corp., Washington.

National Can Corp., 110 East 42nd St., New York, has purchased about 2 acres at Aliquippa, Pa., for new 2-story can-manufacturing plant. Cost over \$359,000 with equipment.

Louisiana Shipyards, Inc., New Orleans, has asked bids on general contract for 2 main one-story mechanical shops and bulk-head assembling buildings. Cost over \$150,000 with equipment.

International Agricultural Corp., 61 Broadway, New York, affiliated with Union Potash & Chemical Co., same address, is acquiring tract near Austin, Tex., for proposed magnesium plant for production for Government, to be operated in conjunction with company properties at Carlsbad, N. M. Of total fund of \$12,317,000 to be furnished by Defense Plant Corp., Washington, about \$9,157,000 will be used for construction of magnesium mill, and \$1,500,000 for site, power transmission line to plant site, power substation and auxiliary fa-

cilities. Dolomite ore-extraction plant will be built near Carlsbad, to cost about \$1,660,000 with machinery.

Southern Aircraft Corp., Garland, Tex., plans new works for production of airplane equipment for Government, comprising main one-story unit and auxiliary structures. Cost about \$248,000, of which approximately \$126,000 will be used for equipment. Fund in gross amount will be secured through Defense Plant Corp., Washington.

Monsanto Chemical Co., 1700 So. Second St., St. Louis, has let general contract for one-story plant unit, 134 by 180 ft., at Monsanto, near East St. Louis, for production of special chemicals for Government. Cost close to \$400,000 with equipment.

General Alloys Co., 405 First St., Boston, plans one-story factory for production of aircraft equipment for Government. Cost about \$91,100, fund to be furnished by Defense Plant Corp., Washington.

Scott & Williams, Inc., Laconia, N. H., knitting machinery and parts, plans one-story plant near present works for production of aircraft equipment for government. Cost about \$609,300 for building and equipment, fund to be secured through Defense Plant Corp., Washington.

Superior Marking Machines Co., 45 Lispenard St., New York, machinery and parts, plans new one-story plant at Ridgefield, N. J., where tract about 200 by 200 ft., has been acquired. Cost over \$50,000 with equipment.

Phelps-Dodge Copper Products Corp., 40 Wall St., New York, has plans for new works on 41-acre tract on Compton-Jaboneria Road, near Slauson Ave., Los Angeles, for production of condenser tubing for Government. It will include storage and distributing buildings and other structures. Cost about \$3,000,000, fund in that amount to be secured through Defense Plant Corp., Washington.

Arco Metalcraft, Inc., 29 Hopkins St., Brooklyn, metal products, has purchased former plant of Silk Finishing Co. of America, Inc., East 144th St. & Brook Ave., Bronx, totaling about 100,000 sq.ft. of floorspace, for new plant for increased capacity.

American Propeller Corp., an interest of Aviation Mfg. Corp., 420 Lexington Ave., New York, organized to specialize in aircraft propellers and parts has let general contract for new plant at Toledo, Ohio, for production for government, which will provide fund of about \$3,632,000. Of this amount approximately \$2,650,000 will be expended for equipment.

Symington-Gould Corp., 20 Symington Place, Rochester, N. Y., iron castings and railroad specialties, plans new local works for production of ordnance equipment for Government, comprising main one-story unit and auxiliary structures. Cost about \$1,255,100, fund in that amount to be furnished by Defense Plant Corp., Washington.

Virginia Dare Extract Co., 882 Third Ave., Brooklyn, wines and beverages, has purchased 10-acre tract at Bendix, N. J., for new one and 3-story production,

mechanical-bottling, storage and distributing plant, totaling about 100,000 sq.ft. of floorspace. Cost over \$250,000 with equipment. It is understood that company will abandon plans for proposed plant at Linden, N. J., previously announced.

United States Sugar Corp., Clewiston, Fla., plans new works adjoining present mill for production of starch, using sweet potatoes as raw material, comprising one and multi-story processing and production units, and other structures. Cost over \$2,500,000 with equipment. Company recently arranged for sale of preferred stock, part of proceeds to be used for purpose noted.

General Tire Engineering Co., Flora, Miss., subsidiary of General Tire & Rubber Co., Akron, Ohio, will begin superstructure soon for new local bag-loading plant to be operated for Government, and to be known as Mississippi Ordnance Plant. Cost estimated at \$11,000,000, fund to be furnished by Defense Plant Corp., Washington.

George Wiedemann Brewing Co., Inc., 601 Columbia Ave., Newport, Ky., has let general contract for one-story storage and distributing plant, 115 by 196 ft., at Tennessee Avenue and Paddock Road, Cincinnati. Cost over \$80,000 with equipment.

Emerson Electric Mfg. Co., 1824 Washington St., St. Louis, is completing initial unit of new plant for production of aircraft gun turrets for Government, totaling about 140,000 sq.ft. of floorspace. Other units to be built on adjoining site will approximate 564,000 sq.ft. additional floorspace. Cost about \$10,500,000, and fund in that amount has been secured through Defense Plant Corp., Washington.

White Eagle Division, Socony-Vacuum Oil Co., Federal Reserve Bank Bldg., Kansas City, Mo., plans expansion in oil refinery at Augusta, Kan., including new production unit for high octane gasoline, additions to steel tank storage department, and other facilities. Cost close to \$1,500,000 with equipment.

E. I. du Pont de Nemours & Co., Inc., R. & H. Chemicals Division, du Pont Bldg., Wilmington, Del., has plans for branch plant at Wyandotte, Mich., on 22-acre tract fronting on Detroit River, formerly used by Detroit Shipbuilding Co. It will consist of a main 3-story production unit, 60 by 70 ft. for hydrocarbon solvent products; one-story storage and distributing building, 60 by 140 ft., pumping station, gatehouse, machinshop, and 6 storage tanks, each 30 ft. in diameter, and 21 ft. high. An existing one-story building will be remodeled for laboratories, offices, etc. Entire project will cost over \$500,000 with equipment.

Extruded Metals Defense Corp., Belding, Mich., recently organized subsidiary of Extruded Metals, Inc., same place, plans new works at Grand Rapids, Mich., for production of extruded aluminum alloys for Government, consisting of main one-story structure, about 250,000 sq.ft. of floorspace, and auxiliary buildings, with boiler-house, power substation and other departments. Cost estimated at \$6,266,000 for buildings and equipment, latter to represent about \$3,966,000 of this sum. Appropriation in gross amount will be secured through Defense Plant Corp., Washington.

White Cap Co., 1806 Nor. Central Ave., Chicago, metal products, plans new one and 2-story plant at Central, Major and Bloomingdale Avenues. Cost over \$200,000 with equipment.

War Department, Washington, plans new plant for production of synthetic ammonia and ammonium nitrate at South Point (Lawrence County), Ohio. It will comprise one and multi-story buildings for processing and

general production, storage and distributing structures, boilerhouse, machinshop and other buildings. Cost reported over \$15,000,000.

It is announced that an army ordnance plant costing \$65,000,000 will be built at Merrimac, Wis. The plant to be known as the Badger Ordnance Works, would be operated by the Hercules Powder Co., Wilmington, Del. The plant would be built by the Government.

Rothwell-Smith Brass Foundry, 360 Roosevelt Ave., Pawtucket, R. I., plans new one-story foundry at Mill St. and Mendon Road, Cumberland, R. I., 80 by 100 ft. Cost close to \$45,000 with equipment. Present plant will be continued.

Rolock, Inc., Southport, Conn., wire cloth and kindred wire goods, has let general contract for new one-story plant, 100 by 100 ft., at Fairfield, with 2-story office adjoining. Cost over \$75,000 with equipment.

Eureka Iron Works, Inc., 102 Main St., Newark, N. J., iron and steel products, welded equipment, etc., has purchased plant of Cooper Alloy Foundry Co., 142-154 Broadway, Elizabeth, N. J., consisting of one and 2-story buildings on site 100 by 175 ft., totaling about 25,000 sq.ft. of floorspace. Present plant will be transferred to new location, where increased capacity will be carried out. Cooper Alloy company is erecting new foundry and other buildings on 15-acre tract at Hillside, N. J., and will remove to that location, where larger capacity will be provided for special castings, stainless steel products, etc.

United Crane & Shovel Service Co., 30 Ogden St., Newark, N. J., has begun erection of new one-story plant, 65 by 100 ft., at Kenilworth, N. J., for general production, reconditioning, repairs, etc., and will remove to new location and increase capacity.

Purolator Products, Inc., 365 Frelinghuysen Ave., Newark, N. J., oil filters, parts, etc., has purchased 4-story building at 334-60 Elizabeth Ave., about 45,000 sq.ft. of floorspace, on 3-acre tract, and will improve for production, supplementing present works at first noted location.

Willson Products, Inc., Washington St., Reading, Pa., goggles, eye shields, etc., for industrial service, plans new one-story plant on North Third St., about 35 by 120 ft. Cost over \$50,000 with equipment.

Aviation Mfg. Co., Lycoming Division, Williamsport, Pa., aircraft engines and parts, plans new local works for production of engine units for Government. Cost about \$3,714,300 for site, buildings, and machinery, fund in that amount to be furnished by Defense Plant Corp., Washington.

East Kentucky Rural Electric Co-operative Corp. plans new steam-electric generating station near Danville, Ky., for power supply for rural electric systems in about 55 counties, with transmission lines, power substations and auxiliary structures. Cost about \$2,000,000. Fund in that amount is being secured through Federal aid.

Chase Drier & Chemical Co., 3505 Smallman Ave., Pittsburgh, chemical specialties, driers for paints, varnishes, etc., will remove plant to Bedford, Ohio, where one-story building has been built to provide increase in present capacity. Company is a subsidiary of Ferro Enamel Corp., Cleveland.

Bridgeport Brass Co., Bridgeport, Conn., which is establishing new plant at Indianapolis for production of cartridge cases for Government, will install additional machinery for increase in initial estimated capacity. Fund of \$820,000 has been secured through

Defense Plant Corp., Washington, in addition to a previous appropriation of \$11,500,000.

J-M Service Corp., recently organized subsidiary of Johns-Manville Corp., 22 East 40th St., New York, has begun superstructure for main buildings at new plant at Parsons, Kan., for production for Government, and is awarding miscellaneous contracts. Plant will comprise one and multi-story buildings for shell-loading, with equipment for handling shells, bombs, fuses, boosters, detonators, etc., also one-story machine shops, boiler plant, refrigerating plant and other structures, including administration building. It will be known as Kansas Ordnance Works, and will cost \$27,100,000, in which amount appropriation has been made by Defense Plant Corp., Washington.

Schnitzer Steel Products Co., 3330 N. W. Yeon St., Portland, has acquired about 48 acres on N. W. Front Avenue on Columbia River, for new rolling mill, with storage and distributing buildings, powerstation and other structures. It will be operated by Oregon Electric Steel Rolling Mills, a subsidiary. Cost close to \$1,000,000 with equipment.

Welding Service Sales, Inc., 954 Howard St., San Francisco, electric and acetylene welding, plans new one-story plant at San Carlos, Cal. Cost over \$65,000 with equipment.

Aluminum Co. of America, Inc., Gulf Building, Pittsburgh, is selecting site near Troutdale, Ore., for new aluminum reduction plant, production for Government. It will consist of 3 main production units, each comprising one and multi-story buildings, with storage and distributing structures, power substations, machineries, administration and other buildings. All machinery will be electrically-operated, power supply to be secured from Bonneville Power Administration, Portland, which will build transmission line to plant site. Entire project will cost \$10,000,000, fund in that amount to be provided by Defense Plant Corp., Washington.

Phelps-Dodge Corp., 40 Wall St., New York, has contracted with Government for new plant at its copper properties at Morenci, Ariz., comprising one and multi-story units for raw material handling, reduction division, refinery, storage and distribution. Cost about \$28,000,000, fund in that amount to be furnished by Defense Plant Corp., Washington.

Refined Syrup Sales Corp., foot of Vark St., Yonkers, N. Y., occupying part of former plant of Federal Sugar Corp., has arranged for purchase of remainder of property on 3-acre adjoining tract, including two 10-story buildings, 58 by 169 and 79 by 81 ft. respectively, and other structures, and will modernize and equip in part for expansion. Certain buildings will be razed for one-story structure for storage and distribution. Cost over \$75,000 with equipment, exclusive of price given for property.

Pepsi-Cola Co., 47-51 Thirty-third St., Long Island City, N. Y., plans new 2-story plant for general production, mechanical-bottling, storage and distribution. Cost over \$175,000 with equipment.

Fleetwings, Inc., Bristol, Pa., airplanes and parts, will carry out further expansion for production for Government for which fund of about \$354,000 is being secured through Defense Plant Corp., Washington. Company is completing new plant near present works, for which an appropriation of \$2,484,000 was provided by same agency.

War Department, Washington, plans new Army supply depot near Helena, Wash., where 2,400-acre tract has been selected. Cost over \$2,000,000 with equipment.

Wrentham Products Co., Wrentham, Mass., mechanical equipment, plans one-story plant for production of aircraft engine parts for Government. Cost about \$442,250, to be provided by Defense Plant Corp., Washington.

Globe-Union, Inc., 19 Power House St., South Boston, electric batteries and parts, roller skates, etc., has work under way on one story-branch plant, 100 by 180 ft. at Medford, Mass. Cost over \$75,000 with equipment.

Linde Air Products Co., 30 E. 42nd St., New York, has let general contract for branch plant on Armstrong County Fairgrounds, near Kittanning, Pa., comprising production buildings, powerhouse, machineries and other structures. Cost close to \$3,000,000 with equipment.

Mathieson Alkali Works, Inc., 60 E. 42nd St., New York, plans expansion at branch plant at Lake Charles, La., for production of magnesium for Government; also will increase capacity of powerplant. Cost about \$16,000,000 for land, buildings and equipment. Fund in that amount will be provided by Defense Plant Corp., Washington.

General Mills, Inc., Michigan and Ganson Sts., Buffalo, cereals, plans installation of packaging, mechanical-handling and kindred equipment at local plant, recently rebuilt following fire loss. Mills will be developed to produce a complete line of cereal specialties, now manufactured at other company plants in different parts of country. Main offices are at Minneapolis, Minn.

C-O-Two Fire Equipment Co., 10 Empire St., Newark, N. J., carbon dioxide fire extinguishers, parts, etc., has let general contract for new one-story plant, 220 by 440 ft., at Highway Route 25, and Haynes Ave., Port Newark. Cost over \$350,000 with equipment.

Crown Cork & Seal Co., Eastern Ave., & Kresson St., Baltimore, has let general contract for one-story buildings on O'Donnell St., for storage and distribution. Cost close to \$125,000 with equipment.

Wright Automatic Packing Machinery Co., Durham, N. C., tobacco-packing and other special machinery and parts, plans new one-story plant at Holloway and Calvin Sts. Cost over \$300,000 with equipment.

Standard Oil Co. of Louisiana, Inc., Baton Rouge, La., has acquired about 75 acres approximately 10 miles from Chattanooga, Tenn., for new bulk gasoline storage and distribution terminal, to be served by pipe line of Plantation Pipe Line Co., an associated interest, now in course of construction. It will include large capacity steel tanks, pumping station and other facilities. Cost over \$350,000 with equipment.

International Agricultural Corp., 61 Broadway, New York, affiliated with Union Potash & Chemical Co., same address, plans new magnesium plant in conjunction with a chloride production works near company properties at Carlsbad, N. M., output to be used by Government. Each plant will comprise one and multi-story units, with auxiliary buildings for storage and distribution, powerhouse and other structures. Entire project will cost approximately \$12,317,000, fund to be secured through Defense Plant Corp., Washington, for land, buildings and machinery.

Owens-Illinois Glass Co., Ohio Bldg., Toledo, Ohio, has let general contract for new plant near Waco, Texas, to include machineries, powerhouse and other structures. Cost over \$500,000 with machinery.

Nash-Kelvinator Corp., 14250 Plymouth Ave., Detroit, electric refrigerators, etc., has work under way on remodeling part of former works of Reo Motor Car

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Motor TRANSPORTATION

A.T.A. Convention Emphasizes Trucker Defense Preparation

THREAT of a further shortage in truck equipment, the possibility of road service rationing, and other important matters related to present and future conditions under the impact of the defense effort were the highlights of the program at the 8th annual convention of the American Trucking Associations, Inc., held at the Hotel Pennsylvania, New York City, Oct. 27 to 30.

T. H. MacDonald, commissioner of the Public Roads Administration, and Ted V. Rodgers, re-elected president of the A.T.A., both issued warnings that this country is "teetering on the edge" of a shortage of transportation facilities vital to the national defense program. Mr. MacDonald, who delivered the principal address at the opening of the general session, said the emergency had placed an unprecedented burden upon all modes of transportation and that the problem of moving vital materials and supplies was becoming acute.

As the production program reaches its peak, Mr. MacDonald said, the trucking industry must be prepared to carry a greater share of the burden and prove for all time its indisputable indispensability. Motor carriers already are handling record-breaking tonnage, he added, and 25 per cent of the Nation's 4,500,000 trucks are engaged in defense work.

Mr. Rodgers, in his annual report, emphasized the need for a "supreme effort" on the part of the trucking industry to perform with maximum efficiency and effectiveness, because, he said, the prospects of Government intervention if the transport industry falls down on the job "is the darkest shadow that has been cast over the transportation business by this emergency." Recalling that in 1917 the Government took over the railroads, Mr. Rodgers said a repetition of this procedure "would doom the independent motor carrier just as it has done in foreign countries where government ownership or control of railroads has taken place."

"We would find it impossible to compete with transportation facilities operated by the Government itself," Mr. Rodgers pointed out. Because truckmen now are finding it increasingly difficult to obtain new rolling stock to replace worn-out equipment, he said, they must make full use of the vehicles already available by keeping them in good condition and operating them longer hours.



New 1,400-cu.ft. Herman furniture trailer and Mack tractor recently purchased by Marion Neidringhaus, president of Allied Van Lines, Inc., for the General Van & Storage Co., St. Louis, of which he is president. The trailer is 26 ft. long, 7½ ft. wide and 8 ft. 2 in. high. The weight is 6,000 lbs.

It was pointed out that the trucking industry in 1939 carried about a 58-billion ton-mile load on rural roads. In 1941 the total carried load on rural highways will approach 72 billion ton-miles.

At the business development section meeting, A. C. Schier, traffic manager for General Foods Corp., urged the motor carriers to promote better salesmanship and gave the following points as guide towards this attainment:

1—Establish a dependable service, with good equipment, where it is determined there is a remunerative need for such service.

2—Employ only capable men.

3—Employ a good traffic representative with a thorough knowledge of operations to head the sales department.

4—Consider seriously the inauguration of a profit-sharing plan for employees.

5—Make it easier for shippers to know exactly where motor carrier service is available. Shippers are more interested in the points served than in the type of equipment available.

6—Establish a national routing guide such as the railroads have.

Mr. Schier emphasized that the routing guide would constitute the biggest single benefit that motor carriers could make possible for their customers, and stated that while there were many individual carrier guides, they fail to serve their purpose. As a result, he asserted, shippers are "starved" for the knowledge that such a guide would give them.

Salesmen, he said, should:

1—Be thoroughly familiar with their accounts in every particular.

2—Be familiar with the products, volume, stowage factor, etc.

3—Observe carefully the hours for visits to prospects.

4—Emphasize the low ratio of claims to gross revenue.

5—Dignify themselves, their company and particularly their industry, not only when calling on prospects and customers, but at meetings of the various transportation clubs. Sell their company first, themselves second, and always sell the industry.

Mr. Schier also explained his plan for positive control over salesmen. Each product, he said, is in charge of a merchandise manager who is equipped with statistics to show how many units were sold in every city in the country in recent years. From such data the managers can tell where a good job has been done and where intensified selling efforts are required. The managers buy salesmen's time from the corporation and employ these men whether they be in the form of radio program, a billboard or sampling campaign, or human agents—to feature their products in the particular area where sales are not up to par.

General Foods' production department is notified of any such campaign so that a sufficient supply of the product will be on hand in the particular territory where it is being promoted.

The delegates were warned that as the production needed by this country reaches an all-out basis, trucking might be found wanting in its ability to keep pace with the increased transportation service needed, especially, if the following advice is not seriously adhered to:

DOLLAR FOR DOLLAR

GERSTENSLAGER VANS

ARE THE BEST VAN BODIES YOU CAN BUY

**More Strength — Less Weight
Superior Construction**

Day and night the line of trucks moves along the highways, crossing and criss-crossing the country. Day and night they go through all kinds of weather—all kinds of road conditions. That load must go through—Have you the equipment to stand up under this strain?—If you are not using Gerstenslager Bodies, you are working under adverse conditions—change to GERSTENSLAGER BODIES now, and simplify your trucking problems.

Write us for specifications on your requirement.



THE GERSTENSLAGER CO.
EST. 1860. WOOSTER, OHIO

1—Maintenance of Equipment. Have the work done thoroughly so that the trucks will stay in service longer. Attend to minor repairs immediately before they become major. Don't tear an engine down before replacement parts are on hand. Pay stricter attention to oiling and greasing, adjustments, etc., in order to prevent roadside troubles. Shop personnel, a present problem, because of a shortage of skilled help, must be given intensive training so as to shorten the period before the men become all-around in ability. Good wages and more personal interest on the part of the "boss" will prevent loss of these men to other truck shops.

2—Operating Economies. Trucks must so be skillfully loaded that they do a maximum job and drivers in route can dispose of their loads in the shortest possible time. Proper routing in this regard also plays an important part; it is possible for one truck to do the job formerly done by two; however, don't overload beyond capacity, because breakdowns will surely occur to defeat the purpose of such economy.

3—Drivers. Depletion in the ranks is forcing the hiring of men without proper credentials. This checking is necessary in order to prevent thefts, accidents, etc.

D. L. Sutherland, Middle Atlantic Transportation Co., New York City, and general chairman of the convention, in a talk on increasing the use of existing equipment, stated that truck movements must be balanced so that a truck is kept working to and from the destination point.

"It takes ingenuity and imagination to balance some movements," Mr. Sutherland asserted, "but I still say the situation which makes it impossible is indeed rare, if not entirely absent. I know of cases where collapsible bodies are carried on the platforms of boat-hauling trucks and with a few minutes effort freight vans are ready for a back haul. I have seen trucks with snapped-on tractor wheels driving alongside reaping and threshing combines in the fields catching grain as it poured from the thresher, without bagging, and being emptied at grain elevators with vacuum suction funnels."

"Markets that never existed before have furnished outlets for the products of many sections of our country because some truckman's movement was out of balance and he had imagination enough to create a back haul."

Major E. C. R. Lasher, chief of the War Dept.'s commercial transportation branch, Office of the Quar-

(Concluded on page 87)

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**THE MOST COMPLETE LINE OF TRUCKS IN THE
WORLD—1 TO 45 TONS AND ALL HEAVY DUTY!**

Lyons Opens Cleveland Truck Terminal

Lyons Transportation Co., Inc., Erie, Pa., has opened a new \$50,000 terminal at Cleveland. The new structure is 133 ft. long. The dock is 30 ft. wide inside, with 3-ft. aprons on each side, making a total width of 36 ft. There are 10 doors on each side and 3 at the end. Doors at the front are used for unloading of customers' trucks and those of connecting carriers. The rear doors are for Lyons' out-bound vehicles. The 3 end doors are for local pick-up and deliveries.

One of the doors is equipped with a steel beam extending 12 ft. on each side of the dock. It has an 8-ton chain hoist for handling steel and heavy machinery.

Lyons serves 116 direct points in a radius of 225 miles and operates 150 units, all company owned. C. H. Lyons is president; C. E. Peasley is traffic manager.

Inland, Portland, Ore., to Build

Inland Motor Freight, Inc., Portland, Ore., expects to erect a modern building to cost \$50,000. It has just completed purchase of additional space at N. W. 20th Avenue for the housing of its ever-increasing fleet. This additional space cost \$50,000.—Haskell.

Motor Freight Must Improve Selling Job

The motor transportation industry still has on its hands a big job of "selling" itself to industrial traffic men, J. E. Whittaker, general traffic manager of Hurley Machinery Co., and president of the Traffic Men's Assn. of America, declared in a talk before the Central Motor Freight Assn., Inc., in Chicago, recently.

Passage back in 1935 of federal legislation regulating motor transport agencies, he said, did much to place the industry on a par with competing forms of transportation. Since then, he added, truckers have demonstrated that they deserve this "promotion."

Mr. Whittaker spoke at a meeting of C.M.F.A.'s Business Development section, which brought several hundred representatives of midwestern motor transport agencies to Chicago's Stevens Hotel for a one-day conference, Oct. 20.

Motor transport men occupy a strategic position in the transportation situation right now, the speaker asserted. If there is no shortage of railroad freight cars, he said, it will be because the truck lines are filling in the gap. One

important service truckers are performing, he pointed out, is in making it possible for manufacturers to sell to jobbers who do not buy in carload lots. He invited attention, however, to some things which he felt act as handicaps on progress of the industry.

When a freight solicitor calls on a traffic manager one week as the representative of one trucking firm and comes back next week as the representative of another company, he pointed out, the traffic manager's impressions of motor transportation might not be favorably enhanced. He admitted, however, that this rapid turnover in motor companies' sales staffs is diminishing with considerable benefit all around.

He also suggested that something be done about the situation which arises when an industrial traffic manager calls the motor company about a missing shipment and can't get service until the solicitor who obtained the order from him comes back into the office.

"I'm told on every hand," said Mr. Whittaker, "that trucking companies have been adding dispatchers and tracing clerks to handle the big rush but when you fellows can't start tracing a shipment or do anything else with an order until the solicitor gets back to his desk, it's going to have a bad effect. You're going to lose a lot of business thereafter."

The feeling exists, he admitted, that industrial traffic men do not give motor freight solicitors the time they are entitled to. He drew a vivid picture, however, of a traffic man's day "in these hectic times of priorities and demands for quick delivery of every order."

"Manufacturers," he said, "have no time for experimenting now. They must have service. Present your story sincerely and in the least possible time and then get out."

He asked his hearers to think of the industrial traffic man as a "Purchasing Agent of Transportation." For this he has to rely to a large extent on the freight solicitor's word that his company can provide the service required.

"If you solicitors have confidence in your organization," he said, "and can instill that confidence in the man you call on and in everyone else in his organization, the reaction to your presentation will be favorable. Your industry has laid the groundwork for confidence in its ability to perform as promised and you should make strenuous effort to retain that confidence."—Slawson.

FOR SALE

Must sell at once ICC No. MC 41794 covering 20 states east of the Mississippi; Pennsylvania PUC #A27436. Four large well equipped vans (3 in A-1 running condition), nearly \$5,000.00 worth of special covers, dollies, hoisting equipment, etc. Use of three-story fireproof warehouse, all steel rooms and vaults. Price \$5,000.00.

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Executive with background of large industrial as well as warehouse experience. Knows costs, operations, budgeting and financial controls. Conducted difficult negotiations. Developed new departments. American. Christian. More detailed information and references will be furnished.

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100 East 42nd St., New York City

Chicago Carriers in A Quandary

Chicago Suburban Carriers Assn., Inc., finds itself in a peculiar position, following refusal of the Illinois Commerce Commission to accept jurisdiction over a new schedule of class and commodity rates to be applied in intrastate traffic in an area 40 miles around Chicago. Effective dates on the 2 schedules were announced as Sept. 30 and Oct. 10.

The Illinois Commerce Commission with which the rates were filed, issued a "show cause" order asking evidence as to why the tariffs should not be stricken from the Commission's files. At a hearing Oct. 14, the motor carriers reiterated their contention that under the Public Utilities Act, the Illinois C. C. has jurisdiction over all utilities within the State and that, so far as motor carriers are concerned, this jurisdiction was not removed by the Illinois Truck Act of 1939. The Commission was not persuaded and refused to accept the rates for filing.

Meanwhile, the carriers have established the rates in the new tariff as their new rates effective on the dates announced. This was accomplished through letters to individual shippers, in which it was announced that from those dates forward the new rates as established in the tariff will act as a new agreement between shipper and carrier and all previous arrangements are cancelled.

POSITION WANTED

Executive type household goods and commercial warehouse operator with aggressive ethical estimating traffic and transportation experience desires position. Has had 20 years' diversified experience, 43 years of age, married, good appearance and will consider any locality. References from reputable warehousemen and transportation companies can be furnished.

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20 years' experience as Executive, Accounting, Financial Supervision, Sales and Purchasing, large organization, A-1 references, seeks a connection with a promise. Christian.

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100 East 42nd St., New York

According to a statement from authorities in the transportation department of the Chicago Assn. of Commerce, "It is understood that this has the same legal effect as if the carrier had issued a memorandum of its rates in a separate publication."—*Slawson*.

National Truck Pooling

That the example of California truck operators in setting up a truck pool to facilitate both defense and civilian freight transportation, may be followed on a national scale, was suggested by proposals and discussions at the convention of the American Petroleum Institute, meeting in San Francisco during the week of Nov. 3.

At this gathering, held at the Palace Hotel, Frederick C. Horner, of General Motors Corp., New York, urged immediate development of comprehensive plans for pooling the motor truck and highway facilities of the entire United States for wartime service. Whether the plan is ever fully realized, said Mr. Horner, is less significant than the benefits that would result from such a rationalization of transport facilities.

Already, a census of trucks and usable commercial vehicles is under way, said Horner, to be employed by the central transportation committee of the National Defense Advisory Commission. He recommended that the motor truck industry, both nationally and locally, undertake a survey of ports.

Where it is found that congestion of transportation facilities show tendency to recurrence, with consequent disruption of services, he suggested that truck groups identify such areas of congestion and set about helping to remedy the situation. One means would be to form truck pools that could be drawn upon as soon as there was indication of an emergency situation.

California, through the Truck Owners Assn. of California, has already taken concrete measures to establish such a pool.—*Gidlow*.

Reefer Service Needs No New Certificate

A general commodity carrier, certificated as such by the I.C.C., is not precluded from providing a more complete service by installing refrigerated equipment in its trucks, was the ruling of the I.C.C. in authorizing the Meddock Truck Line, Huntington Park, Cal., to use refrigerating equipment without obtaining a new certificate to cover that service.

The decision was handed down in connection with the application of Clarence Meddock, head of the trucking firm, for a certificate covering proposed refrigerator operations between Huntington Park and Clemenceau, Ariz. The C.R.C. ruled that inasmuch as Meddock was already authorized to carry dairy products, meat vegetables, cut flowers, beer and other products between those points in the Winter months under a general commodity certificate, no supplementary refrigeration

erator-carrier permit was necessary to haul those same products under adequate protection against deterioration in other months of the year.—*Herr*.

40 in Trip to Burma Road

H. V. Brown, Toledo, O., terminal manager of the Keeshin Motor Express Co., Inc., has left for the Far East, to help supervise mechanical operations over the famed Burma Road. He will arrive in Rangoon, Burma, Dec. 23, according to schedule. There will be 40 in the party, all motor truck mechanical experts, and from Rangoon they will go by rail to the head of the Burma Road, far in the interior. Mr. Brown and other officials will have charge of the party. The group is being sent by the War Dept. M. E. Sheahan, vice-president of the Keeshin Co., surveyed the Burma Road as a possible means of furnishing supplies to the Chinese Army and it was due to his probe that the Burma Road was decided upon as a principal supply line to the Chinese troops.—*Kline*.

All-Time Peak in Truck Loadings

Smashing all previous records, the volume of revenue freight transported by motor truck in September increased 2.2 per cent over August, and climbed 27 per cent over the volume hauled in September, 1940. Slightly more than 80 per cent of all the tonnage transported was reported by carriers of general freight. The volume in this category increased 2.1 per cent over August, and 30.4 per cent over September of the previous year.

Truck Questionnaire Returns Increase

Detailed information on an estimated 5 million trucks and buses owned by civilians in the U. S. is flowing in an increasing rate to the Highway Advisory Committee to the War Dept. in answer to questionnaires, it is announced.

More than 1½ million vehicles have been reported on. Wisconsin has received replies to 74 per cent of the questionnaires sent out; Rhode Island is next high, with 73 per cent; Delaware is next with 72; Wyoming, 63; Vermont, 63; Colorado, 62; So. Dakota, 62, and Nevada, 60 per cent.

Fifteen States have already sent follow-up letters to the owners to remind them of the information needed.—*Manning*.

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More people between the ages of 15 and 45 die from tuberculosis than from any other one disease. By using Christmas Seals you make possible a year-round campaign against this pestilence—a campaign that since 1907 has reduced the tuberculosis death rate 75%!

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FROM The Capital

Priorities on Heavy Trucks Extended to Jan. 31

Extension until Jan. 31, 1942 of the orders which facilitate production of heavy motor trucks, medium trucks and truck trailers was announced Nov. 6 by Donald M. Nelson, Director of Priorities. The two orders extended are L-1-a and P-54.

Extension of the program does not change the basic provision of the plan. It was undertaken so that manufacturers could place January orders for steel, immediately.

The extension of order L-1-a means that during the period from Sept. 1, to Jan. 31, producers may manufacture five-sixths the number of medium motor trucks, truck trailers and passenger carriers produced during the first half year, except that trucks ordered for specific defense purposes as defined in the original order are not limited.

Production of heavy motor trucks, which are carrying most of the national defense truck transportation burden, is not restricted.

The extension also means that manufacturers of replacement parts may produce during the Sept. 1-Jan. 31 period the same number of parts as were sold for replacement purposes during the first half year.

Limited Preference Rating Order P-54 assigns an A-3 rating to materials going into heavy motor trucks (3 tons or more), medium motor trucks (1½ tons or more), truck trailers (5 tons or more), passenger carriers (motor or electric coaches with not less than 15 seats), and replacement parts as specifically listed in the original order.—*Manning.*

Fewer Light Trucks

Curtailment of light truck production for civilian use will be continued through December under an order issued by Donald M. Nelson, Director of Priorities.

Approximately 109,000 light trucks (those less than 1½ tons) may be produced during the 5-mo. period, August-December, depending upon availability of scarce materials. This is a reduction of 14 per cent below the same period last year, when about 127,000 light trucks were produced.

Originally, the program called for a 9 per cent curtailment during the 4-mo. period of August, September, October and November.

If the production rate under the program is continued for the full model year, this year's production for civilian purposes will be approximately 261,000, compared with 370,000 in the last model year, or a reduction of 30 per cent.

Much of the facilities released by the light truck curtailment may be shifted to production of light military vehicles, according to OPM officials.

Mr. Nelson also issued an order formalizing the December passenger car production quotas, announced Sept. 15.—*Manning.*

Speed Truck Loading and Stop Breakdowns

A warning that the country is facing a possible truck transportation shortage due to rapidly increasing demands for service and an appeal to shippers for cooperation has been made by John L. Rogers, chairman of the Central Motor Transportation Committee, in a report to Ralph Budd, Commissioner of Transportation.

"It is vital," Mr. Rogers said, "not only in the interest of prompt movement of national defense material, but also to insure a steady flow of civilian merchandise, that shippers and receivers of motor truck freight give careful thought and attention to ways and means of obtaining maximum use of existing motor trucks."

To do this, Mr. Rogers recommended that shippers and receivers increase their loading and receiving facilities, if necessary to speed the loading and unloading of shipments; cooperate with trucking concerns in scheduling shipments so that loading docks will not be congested; and stop the practice of using trucks for storage purposes.

The Central Motor Transportation Committee, composed of representatives of the public and bus and truck operators, was appointed by Mr. Budd to formulate and execute plans to insure an adequate supply of commercial vehicles, to conserve the present supply and to provide for their efficient use.

Following his warning that certain sections of the country face possible trucking shortage, Mr.

Rogers appealed to fleet operators and owners of single buses and trucks to institute maintenance methods.

Good servicing, he said, in a report to Mr. Budd, will result in reduction of costly road repairs, in the time vehicles are laid up for repairs, and give longer vehicle life.—*Manning.*

Priority Aid for Oil Transport

Truck fleets, railroads, and pipe lines which move petroleum products on Nov. 11 received priority assistance on repair, maintenance and operating supplies from the priorities division at Washington. The change was contained in a series of amendments to the general repair and maintenance priority order, which covered the production of petroleum but not its transportation.

The priorities division withdrew its prohibition against priorities assistance for firms which wish to replace old equipment with improved equipment, unless the old machinery was beyond repair. A spokesman said it had been found undesirable, and in many cases impossible, to require replacement with equipment exactly like the old.

Big Increase in S.A. Tonnage

"In communication and transportation, as in cultural relations, and along the other avenues of human progress, the American Republics are setting examples which all nations will do well to follow," stated Assistant Secretary of State Breckinridge Long in a recent radio address, entitled: "Inter-American Cooperation in Transportation."

"The governments of the American Republics realized some time ago the problems which would arise under war-time conditions and provided for the cooperative machinery necessary to meet them," he declared.

"It is estimated that 7,800,000 tons of strategic and critical materials will have to be brought into the United States from hemisphere sources, excepting Canada," Mr. Long said, "during the year ending June, 1942. If to these materials are added coffee, cacao, sugar and bananas upon which the economies of many American countries are dependent, then it is estimated that import requirements from this area into the United States will be increased to about 12,700,000 tons in that period as compared with 10,400,000 tons for all imports from the same area in 1940."—*Manning.*

FROM THE **LEGAL** VIEWPOINT

By Leo T. Parker, Legal Editor

Whse. Insurance and Liability for Fire Losses

LEGAL EDITOR, *DandW*: I have always followed your articles on warehouse law, and I am anxious to know if you can give me U. S. Supreme Court citations on a warehouseman's liability for fire losses. May a warehouseman carry insurance on goods belonging to others and on what basis is the warehouseman relieved from all responsibility?—Atlas Warehouse.

Answer: Various courts have held that a warehouseman may sue and recover insurance on stored goods, as trustee of the owner, unless the insurance contract contains a clause to the contrary. This point of the law was decided in the leading United States Supreme Court case of California Insurance Co. v. Union Compress Co., 133 U. S. 387.

In this case it was disclosed that a fire insurance company issued a policy of insurance to a warehouseman. The policy described the insured goods as being "held by them in trust or on commission."

Although the insurance company attempted to avoid liability on the contention that the merchandise was owned by the holders of the receipts, the court held the insurance company fully liable on the policy.

Also, see the United States Supreme Court case, Home Insurance Co., 93 U. S. 527. Here the litigation involved a fire insurance policy which covered goods stored in a warehouse which burned. In holding the insurance company liable, the court said:

"It is undoubtedly the law that wharfingers, warehousemen, and commission-merchants, having goods in their possession, may insure them in their own names, and in case of loss may recover the full amount of insurance, for the satisfaction of their own claims first, and hold the residue for the owners. . . . Such insurance is not unusual even when not ordered by the owners of goods, and when so made, it insures to their benefit. . . . The words 'merchandise held in trust' aptly describe the property of the depositors."

Whse. Must Pay When Goods Are Refused

LEGAL EDITOR, *DandW*: Who is liable for the payment of our transportation charges when the consignee refuses to accept the goods? Recently a customer ordered us to transport goods and we de-

livered same to a railway company. The consignee has refused to accept the goods and the railway company demanded that we pay the charges. Are we liable?—Wilson Storage.

Mr. Parker answers legal questions on all subjects covered by *DandW*.

Send him your problems care of this magazine. There will be no charge to our subscribers for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

Answer: The higher courts have held that a consignor always is primarily liable for payment of freight charges, if the consignee refuses to accept delivery. If the consignee refuses to accept delivery and pay the charges someone must be liable. The responsible person is the consignor. The courts are uniform with respect to this rule of law. In fact one court held that although a warehouseman had a stamped notification on the bill of lading, to the effect that he would not be liable, he was not relieved from liability for payment of the charges when the consignee refused delivery.

Of course, while the railway company can hold you responsible for payment of the freight charges, you can recover from your customer. Moreover, if you acted as agent for the customer and the railway company agent was informed of this fact, you are relieved and the railway company must recover directly from your customer.

Has to Pay 2 License Fees

LEGAL EDITOR, *DandW*: What is distinction between State taxation on interstate and intra-

state shipments? We distribute our products to our customers in Ohio by our own trucks. In many towns, in which we make deliveries, we are compelled to pay a license for "doing business," and an additional license for making delivery by truck to our customers. Can we be compelled to pay 2 license fees?—Feldman Company.

Answer: The business which you transact is intrastate because your employe takes orders and also makes deliveries on the same day from the truck. However, a firm which makes either written or verbal contracts with their customers to sell a large quantity of merchandise, transacts interstate business because when the employe makes deliveries from the truck he is fulfilling a sale contract made between citizens of different States. Under these circumstances, neither the State, county nor municipality may compel you to pay a license for "doing business." This law was upheld in *Freedom*, 3 S. E. (2nd) 595 and also in 247 U. S. 21. And again in 218 U. S. 124.

With respect to your business, there is no legal difference in this method of "doing business" and a stationary merchant who takes orders from customers and delivers merchandise to them. Your employe operates his business from a truck, which is his store. Your employe transacts intrastate business and is subject to payment of local license fees for the privilege of doing business. And, also the State or city may compel payment of license fees for the privilege of using the highways and streets in operation of your trucks.

See 281 N. W. 94; 120 S. E. 120; 44 S. E. 854; and 22 N. E. (2nd) 338, in all of which cases the courts held that an interstate shipment immediately becomes subject to intrastate taxation laws when it comes to rest. Also, see *Public v. New Orleans*, 172 So. 364, where the court held that an interstate shipment is subject to State taxation after having stored in common carrier's warehouse while awaiting the consignee calling for same. If a shipment is stopped in a State as a necessary part of the interstate transaction then, the goods remain subject exclusively to interstate laws. See *Penn.* 294 U. S. 169.

Prior Lien Held on Goods by Seller

LEGAL EDITOR, DandW: Recently, we accepted a lot of household goods for storage and we issued a non-negotiable warehouse receipt. No storage or other charges have been paid by the depositor. Recently we were notified by a seller from whom the goods were purchased that he holds a lien on the goods as they are not paid for. The depositor did not notify us that there was a lien on any of the goods. Are our storage and other charges a prior lien, and can we compel the seller to pay our charges before we release the furniture?—Acme Storage Co.

Answer: A warehouseman holds a prior lien on goods accepted for storage, providing the conditional contract between the purchaser and the seller is not properly recorded and, also, is unknown to the warehouseman. If the conditional contract of sale is recorded, the warehouseman forfeits his right to a prior lien for storage charges. This is so because the law expects a warehouseman to search all county and State records to determine whether a prior lien exists before goods are accepted for storage.

It is my opinion that you cannot recover storage charges on the goods after you were notified by the seller that the furniture was sold under a conditional contract of sale, by the terms of which the seller retained a lien on the goods to secure payment of the money due, but that you are entitled to demand the seller to pay all other charges before you permit him to possess the goods.

Who Files Claim Suit, Shipper or Trucker?

LEGAL EDITOR, DandW: Goods are shipped in pool cars from our factory located at point "A" under the terms "F.O.B. Shipping Point" to point "B", consigned to a local trucker, who is to unload the pool cars and distribute the goods to numerous customers located in and about point "B". We consider the local trucker at point "B" as our agent in the distribution of these goods.

The shipment is made on the uniform straight rail bill of lading which is made out consigned to (not in care of) the local trucker at "B". The names and addresses of the customers located in and about point "B" are not shown on the bill of lading in any manner, although the cases are marked in such a way that the local trucker at point "B" will readily know to whom they are to be delivered.

The shipments are interstate in

character and are made on a pre-paid basis. You will bear in mind that the shipments from our factory at point "A" are made "F.O.B. Shipping Point", the title passing from our hands when the goods are loaded into the freight car.

Under these circumstances, if loss or damage occurred to these goods while in transit between Point "A" and Point "B" upon whom would the responsibility rest for filing loss or damage claims with the carrier?—American Viscose Corp.

Answer: Since the trucker is acting as your agent, the goods are consigned to him, and the carrier has no definite information to whom the trucker will deliver the goods, it is my opinion that you are the logical party to file suit against the carrier in the event the goods are lost, destroyed or damaged during transit. It is true that title passes to the trucker when the goods are accepted by the carrier. Nevertheless, the title passes to the trucker, your agent. His only authority to sue the carrier would come through you.

On the other hand, since your customers have information of the arrangement for delivery, and actually they are owners of the goods, ultimately to be delivered to them, it is my opinion they could file suit against the carrier, but to avoid multiplicity of suits you are the proper one to file the suit.

THIS MONTH'S IMPORTANT HIGHER COURT CASES

Must Set Flares

CONSIDERABLE controversy has existed from time to time regarding necessity of setting flares when a motor truck is stopped on a highway at nighttime. Many drivers argue that setting of flares is required by law *only* when the truck is stopped on a lonely or dark stretch of highway. However, it is important to know that all drivers should *immediately* after stopping a truck on the highway install flares, or other proper and legal warnings.

For example, in *Red Star Transit Co., 6 Ohio Supp. 308*, the court records show that one morning before daylight a large transit motor truck had tire trouble and was stopped on the highway. A woman was riding in an automobile with her husband, and the automobile in which they were riding collided with the truck so standing on the highway, and she was quite severely injured.

Suit was filed against the transit company and testimony was given that at the time the accident occurred no flares had been set on the highway by the driver of the

truck to warn drivers of other vehicles that the truck was standing on the highway. This was in violation to Rule 16 of the Public Utilities Commission, which is as follows:

"When it is necessary to stop a motor vehicle within the traveled portion of the highway, the driver must immediately ascertain that the vehicle is properly lighted and he must place approximately 100 yds. to the front and rear on the traveled portion of the highway, fuses, flares or other warning lights at night, and red flags in the day time."

The counsel for the transit company argued that the failure to put out the flares was not the proximate cause of the collision, since the surroundings were well lighted; that the light on the car in which the woman was riding threw a light a long distance ahead, and that there were ample lights on the rear of the truck. Furthermore, the driver of the truck stated on the witness stand that he did not put out the flares because it was his opinion that the place was sufficiently lighted to make the flares unnecessary.

Notwithstanding this contention, the lower court held the transit company liable for \$5,000 damages, and the higher court upheld the verdict saying:

"The rules of the commission become a part of the public documents of the State. It has been frequently held that the violation of a single statute or ordinance directing that a person shall do or shall not do a particular thing constitutes negligence as a matter of law."

Legal Effect of Stop Sign

MANY motor vehicle accidents have resulted from failure of drivers to observe a stop sign. Judging from the numerous accidents which occur at street and highway intersections, it is apparent that the drivers of automobiles either do not understand the significance of the stop signs placed at all intersections, or that they carelessly or recklessly ignore these signs.

Various modern higher courts have held that a stop sign upon a highway is a proclamation of danger and there is a principle duty of one driving a vehicle upon the highway to "Stop, look and listen."

For illustration, in *Garrison v. Burns, 16 S. E. (2nd) 306*, it was disclosed that a motor vehicle was driven from a side road onto a main highway and collided with another vehicle effecting severe injuries to its occupants. The important legal question to be decided by the court was: What duty rests with operators of motor vehicles to "stop, look and listen" at stop signs? In answer to this question, the higher court held:

"The legislative effect of stop signs is to stop before entering a main highway and it means more than the consumption of a split second of time. It

means that the stop should be made at a time when to look *would be effective*. At a railway crossing, a driver only has to look in 2 directions before proceeding to cross the track. At highway intersections, however, motor vehicles, streamlined for speed and potential instruments of death (to say the least), may run in 4 directions over 4 distinct approaches. The reason for the stop sign is thus apparent."

What is Negligence?

IN all legal controversies involving injuries the important question is: Whose degree of negligence was greater? Although the injured person and the one who caused the injury were both negligent, the legal liability rests with the party whose negligence was greater. This rule is applicable under all circumstances.

For instance, in *Central Transfer & Storage Co. v. Frost*, Ohio, 36 N. E. (2nd) 494, it was disclosed that a boy, 13 yrs. of age, in company with his 2 brothers were riding in a roadster. Two of the boys were in the single seat and another was on the right front fender in a reclining position, and so located as to look forward. Another one of the boys rode the left fender and his position thereon was such that he naturally looked backwards except as he might turn his head. Another boy rode the rear spare tire.

A moving van owned by a storage company approached. It was loaded with furniture and the rear endgate was lowered, part of the furniture being placed thereon. Legs of a table extended out beyond the endgate.

The driver of the roadster, upon which the boys were riding, endeavored to bring his roadster to a stop, but was unable to do so. The evidence was conclusive that the roadster skidded for a great distance. This distance is variously estimated from 36 to 75 ft. One of the boys riding on the fender was struck by the extending table legs, thrown from his position and severely injured. He sued the storage company to recover damages and attempted to convince the court that the driver of the moving van was negligent because the truck was loaded in such a manner that the table legs extended beyond the sides of the truck. In fact, the testimony showed that had the table legs not extended beyond the sides of the truck the roadster would have skidded past the moving van without injury to the boy who was riding on the fender.

It is important to know that the higher court refused to hold the storage company liable, and said:

"To my mind the conclusion is irresistible that the driver of the roadster was guilty of gross negligence in operating his car at such a speed that it skidded somewhere between 36 and 75 ft., and could not be brought to a stop. The rule against imputed negligence is well recognized, but in my judgment the only negligence shown under this

record is the gross negligence of the driver of the roadster and the contributory negligence of the plaintiff."

Validity of State Taxation

BBROADLY speaking, a State cannot tax interstate business. However, modern higher courts have varied, in many respects, the law on this subject. For example, in the late case of *Chain Belt Co. v. Oklahoma Commission*, Oklahoma, 116 Pac. (2nd) 899, it was shown that a corporation was organized under the laws of Wisconsin in which is located its principal place of business. It is not licensed to do business, and maintains no office or special place of business in Oklahoma. From 1935 to 1938 inclusive, it has shipped merchandise to various consignees in Oklahoma for resale by such consignees.

An important point of law was involved. That point was the contract between the corporation and the consignee providing that the corporation retained absolute title to all the merchandise shipped to the consignee until the moment a sale was made by the latter. At this moment the legal title to the goods vested in the consignee who became indebted to the corporation. The latter had no control over the business of the consignee. When the consignee sold the merchandise it was withdrawn from consignment and delivered to the consignee's customer. Title passed to consignee and thence to his customer. Actually, the consignee was not obligated to pay for the merchandise until he had sold it to his customers and consequently the "bailment with option to purchase" was in due course of business converted into a sale of merchandise located within the State of Oklahoma.

The legal question arose whether the corporation was "doing business" in the State of Oklahoma. If so, the corporation was liable for payment to this State of certain assessed income taxes.

After considering all of the testimony the higher court decided that the transactions were intrastate, and that the corporation was "doing business" in Oklahoma and, therefore, liable for payment of income taxes to this State. The court said:

"If this development in the relation of the parties constituted an intrastate transaction, it was sufficient to justify the tax. There is an element of interstate commerce involved; it is the subsequent sale of goods located here that designates the transaction intrastate. . . . Indubitably the taxing power exerted herein by the state bears some fiscal relation to protection, opportunities and benefits given by the state. The property out of which the income accrued was located and protected here. Advantage of profitable business was here obtained."

Also, see the leading case of *Shaffer v. Carter*, 252 U. S. 37. In

this case, the Supreme Court of the United States held that a State may tax income derived from local property and business owned and managed by a citizen and resident of another State. This court said:

"Net income derived from interstate commerce is taxable under a State law providing for a general income tax."

And again in *Atlantic Company v. Doughton*, 262 U. S. 413, it was held that a State may impose a tax upon the net income of property although the property is used in interstate commerce.

On the other hand, modern higher courts hold that the sale of goods by a foreign corporation through soliciting agents, who take orders subject to approval of the company at its home office, does not constitute "doing business" within this State.

In *Armour*, 149 Ala. 205, the higher court held that a foreign corporation selling and delivering goods from its warehouse within a State "does business" in this State and, therefore is subject to taxation on this intrastate business.

In *American*, 192 U. S. 500, the higher court held the transactions to be interstate and non-taxable where a seller shipped goods to a transfer company in another State where the latter sorted and delivered the goods in the original packages to customers of the seller.

In *Text*, 149 Ill. App. 509, the higher court held that the sending of merchandise in carload lots into another State to be stored and distributed to sellers constituted intrastate business.

After a careful review of these and other modern higher court decisions, the present law is that interstate commerce may be taxed by a State, if the money derived from such taxation is necessarily used to enforce the law, or if the benefits accepted by the foreign corporation are derived for such taxation. This latter point of law is illustrated by higher court decisions holding that motor interstate truck operators may be compelled to pay taxes to a State if the money derived from the taxes is used to construct, maintain or repair the highways, or for enforcement of valid laws regulating interstate commerce.

Recently, a higher court established the law that sellers in foreign States may be compelled by local State authorities to collect from their customers "use" taxes on merchandise sold and shipped interstate. And, although a "sales" tax is void, by which a State attempts to collect taxes on interstate sales, yet a "use" tax on similar transactions is valid and, furthermore, the sellers outside the State must collect such taxes and remit same to the taxing authorities in the States having "use"

taxation laws. This is so although the sales are truly interstate transactions.

Right to Sue

CONSIDERABLE controversy has arisen recently among warehousemen as to when and under what circumstances the holder of a chattel mortgage may sue and take possession of the mortgaged property.

Generally speaking, the higher courts have held that to sustain a suit for the recovery of specific personal property the holder of the mortgage must have the right to immediate and exclusive possession of such property at time of the commencement of the suit, although it is not essential that he should show that he ever had actual possession of it.

For example, in *Commercial Discount Co. v. Cowne*, California, 116 Pac. (2nd) 599, it was disclosed that a conditional contract of sale contained a clause which provided that on default of the mortgagor the mortgagee may immediately take possession of the property and sell it to pay the debt.

Litigation developed and a question of law was presented the court, as follows: When a contract contains a clause of this nature does the mortgagee, or holder of the mortgage, get a "special interest" in the mortgaged property and the right to its immediate possession if upon demand the owner of the mortgaged property refused to permit the mortgagee to take possession of it?

This question is particularly important to warehousemen because if the answer is in the affirmative, the mortgagee would have a legal right to pay the warehouseman's charges and take possession of the goods against the will of the true owner providing the latter had refused possession to the mortgagor.

In this latest higher court case, the higher court held:

"It is held that such an agreement gives a mortgagee such special interest in the mortgaged property, and the right to its immediate possession, sufficient to maintain an action for its recovery should the mortgagor, after demand, refuse to surrender possession to the mortgagee."

Not Liable as Common Carrier

IT is well known that a common carrier is liable for loss of or injury to all transported goods, unless the loss or injury resulted from inherent quality of the goods; or through the negligence of the shipper; or an Act of God; or by a public enemy, as when the United States is at war. On the other hand, if the evidence shows that the transportation company is a private carrier, the owner of the

goods cannot recover for the loss unless the owner of goods proves that the loss resulted from negligence on the part of the carrier.

For instance, in *McKelland v. Morrison*, Maine, 21 Atl. (2nd) 711, it was shown that suit was filed against a trucking company for the loss by fire of goods which the company was transporting. There was no claim of negligence and, therefore, the only point in issue before the jury was whether or not the company acted as a common carrier in transporting the goods.

During the trial, testimony was given that the company was confined to only trucking business mostly to 2 towns. On a number of occasions it had moved the furniture and personal belongings of Summer residents to and from their homes out of the State. However, the company did not hold itself out to transport goods for all who requested services. In fact, the company often refused to haul goods for those who desired to have their goods transported.

In view of this testimony, the lower court refused to hold the company liable as a common carrier, and said:

"A reading of the evidence satisfied us that the jury was justified in finding that the defendant (company) was not liable as a common carrier."

Let Court Decide

On Conversion Question

L E G A L EDITOR, DandW: Please let us have your opinion in the following case: Goods were bought on conditional contract of sale and this contract was signed by both the husband and wife. Later the couple separated, but previously the goods were placed in our warehouse under the name of the wife. The holder of the conditional contract desires to possess these goods since the husband has signed a consent, and the wife cannot be located. Can we without liability allow the holder of this conditional contract to take possession of the goods, although he will post a bond in our behalf?—**Langford Warehouses.**

Answer: In a case of this nature you must consult a local lawyer, and obtain his advice after giving to him further and complete details of this case. You state that the holder of the conditional contract is willing to give a bond in your behalf. The important question is: Will this bond protect you in event the wife at a later date sues you for conversion?

The law is well settled that if a warehouseman accepted goods in the name of a customer and later makes delivery to another, such warehouseman is liable for conversion. And this law is effective with

respect to husband and wife. In other words, if a warehouseman accepts goods for storage from husband and wife, he cannot, without liability, deliver the goods to either the husband or wife unless he obtains proper and legal consent from the other. And particularly is this law effective in your case, because the goods were stored in the wife's name and certainly you cannot allow the husband to either take the goods from storage, or authorize you to do so.

Generally speaking, in cases of this kind the warehouseman should file suit and place the true evidence before a court and the latter will decide the rights and liabilities of all parties, under which circumstances you will know exactly what you may or may not legally do in the matter of disposal of the goods.

Validity of Taxation

GENERALLY speaking, taxing power is vested absolutely in the State legislature, as an attribute of sovereignty with certain limitation upon its exercise, as the Constitutions, State and Federal, and the laws of the United States.

On the other hand, a State has no power to take the property of a citizen except by way of taxes or eminent domain. It is settled that the State cannot levy a direct tax on gross receipts derived from interstate commerce. Neither can the State tax the privilege of engaging in interstate commerce, although it may tax the property within a State so employed. But modern courts usually uphold reasonable taxation laws.

In *Commonwealth v. Perkins*, 21 Atl. (2nd) 45, Pennsylvania, the higher court held that a person engaged in interstate commerce is liable for payment to the State of unemployment taxes or contributions. This court said:

"We now hold that unemployment is a governmental concern and it is a matter of discretion as to how the legislature shall deal with it. The contention of the defendant is that this tax is invalid because the employer is engaged in interstate commerce and it amounts to a tax on the privilege to so engage within the State. There is no factual situation to show that the defendant is within that class."

I.C.C. Refuses Class

Rate Inquiry Suspension

The I.C.C. has denied the class I railroads' petition for suspension of further activities in and indefinite suspension of the proceedings known as class rate investigation in *Ex Parte* 28,300. This decision is hailed as a victory for truckers.

WHERE TO BUY

ALARMS (Fire)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.
(See advertisement elsewhere in this issue.)

BATTERIES (Storage)

Edison Stge. Battery Div., Thomas A. Edison, Inc., West Orange, N. J.
(See advertisement elsewhere in this issue.)

BODIES (Van)

Gerstensinger Co., Wooster, Ohio.
(See advertisement elsewhere in this issue.)
Herman Body Co., 4406 Clayton Ave., St. Louis, Mo.
(See advertisement elsewhere in this issue.)

BRINE

Solvay Sales Corp., 40 Rector St., New York, N. Y.

CASTERS (Truck)

Colson Corp., 341 Cedar St., Elyria, Ohio.
Darnell Corp., Ltd., P. O. Box 4027, Sta. B., Long Beach, Calif.
Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

CLOCKS (Time and Watchmen's)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.
(See advertisement elsewhere in this issue.)

CONVEYORS (Belt)

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

CONVEYORS (Portable)

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

COVERS (Piano)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

CRANES (Mobile)

Elwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.
Silent Hoist Winch & Crane Co., 857 63rd St., Brooklyn, N. Y.
(See advertisement elsewhere in this issue.)

DOLLIES

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

SEND FOR
THIS
NEW
FREE BOOK



DARNELL CASTERS & E-Z ROLL WHEELS

Darnell Dependability assures savings, service, safety, speed. A caster or wheel for every use.

You are sure to find the exact caster or wheel for your individual requirements in the Darnell line.

A SAVING AT
EVERY TURN

DARNELL CORP., LTD., LONG BEACH, CALIF.
36 W. CLINTON, CHICAGO • 60 WALKER ST., NEW YORK

CONVEYORS BY PORTABLE

Speed up piling and loading cars and trucks with Portable's Featherweight. Model 391 furnished with six standard mountings. Special conveyors for individual requirements. For complete information, call Portable.



ask Any user

Portable Machinery Division

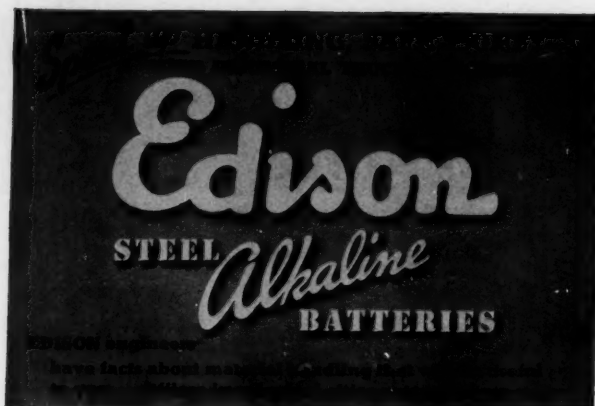
A. B. FARQUHAR CO., Limited

Chicago, Ill.

York, Pa.

Clifton, N. J.





Edison
STEEL *Alkaline*
BATTERIES

Edison Batteries
Have facts about our batteries and their advantages.

KRANE KAR
SWING BOOM TRACTOR CRANE

VITAL POINTERS TO SPEED-UP

- VISION is unobstructed
- BOOM TOPPING with full load
- STABILITY without stabilizers
- TRACTION INCREASED with load
- AUTOMATIC BRAKES
- EASY STEERING with load
- SIMPLICITY of control
- SAFETY under all conditions

Write for Bulletin 55, with illustrations and specifications. No obligation.



2½, 5 and 10 ton capacities
11 Ft. to 31 Ft. Booms
Solid Cushion or Pneumatic Tires
SILENT HOIST WINCH & CRANE CO.
857 63rd ST. BROOKLYN, N.Y.

YANKEE

There is always a
PRIORITY ON SAFETY

That's why
YANKEE

TRUCK & BUS
LIGHTING
EQUIPMENT
IS A "FIRST"
WITH FLEET
OWNERS

3-In-Line
Identification
Lamps

Flush or
regular type
mounting
Directional
Signals

Write for Catalog "D"

YANKEE METAL PROD., CORP.
NORWALK, CONN.

YANKEE

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SEE
LISTINGS IN THIS
SECTION FOR
OTHER YANKEE
TRUCK AND BUS
SAFETY EQUIPMENT

DOORS (Rolling)

Kinnear Manufacturing Co., 1240-50 Fields Ave., Columbus, Ohio.

EXTINGUISHERS (Fire)

Solvay Sales Corp., 40 Rector St., New York, N. Y.

INSECTICIDES

Solvay Sales Corp., 40 Rector St., New York, N. Y.

LAMPS

Yankee Metal Products Corp., Norwalk, Conn., Clearance and Identification.

NEW PRODUCTS**A Skid-Chain That Can Be
Disengaged in Driver's Seat**

THIS new automatic skid-chain makes it unnecessary for the driver of a truck or automobile, even when they are moving, to get out of his seat when putting on this equipment. With this new device, the driver merely pushes a button on the dash and the chains go to work. When the vehicle approaches snow or ice, the driver can make immediate use of the chains; when there is no further use for the chains, the driver reverses the button on the dash and the chains disengage.

This truck-chain unit consists of inside and outside discs, mounted respectively on the inside and outside of each rear wheel, with 3 arms radiating flexibly from the center of each disc and extending just beyond the outside circumference of the tires. Regulation cross chains are suspended between the outside and inside suspension arms.



When not in use, the chains are carried free and clear of the wheels, which then rotate freely between the carriers. When the control on the dash is put into engaged position, a small roller on the rear axle causes the female member of a cone-type clutch to become engaged with the male member which is mounted on the outside of the brake drum of each wheel. Thus, the entire unit rotates with the wheel, causing the suspended cross chains to travel under the wheel.

The chains can be applied to all makes of vehicles and can be installed by the average garage mechanic in about 1½ hrs. The device does not interfere with tire changing in the event of blowouts or punctures. The only parts subject to wear are the cross-chain sections which can easily be replaced at small cost. No tools are required for replacement of cross-chains, nor is it necessary to remove the mechanism from the wheels.

Made by the Simmons Machine Tool Corp., Albany, N. Y.—DandW.

**Goodrich's New Truck
Tires Made of Rayon Cords**

WITH the hauling of freight by motor truck at a new high because of defense activities, The B. F. Goodrich Co. announces the addition of 6 new tires built with rayon cords for "stop-and-go" trucking operations.

The new tires are added to the Store-Door Silvertown line which features tires designed for long mileage requirements and with greater reserve carrying capacity, the announcement said.

(Concluded on page 42)

MACHINES (Fur Cleaning)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.
(See advertisement elsewhere in this issue)

MIRRORS

Yankee Metal Products Corp., Norwalk, Conn., Extension, Side-View & Telescopic.
(See advertisement elsewhere in this issue.)

MOTOR TRUCKS

Chevrolet Motor Div., General Motor Sales Corp., Detroit, Mich.

Dodge Div., Chrysler Corp., Detroit, Mich.

Ford Motor Co., Dearborn, Mich.

(See advertisement elsewhere in this issue)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.

Mack Trucks, Inc., 34th St. & 48th Ave., Long Island City, N. Y.
(See advertisement elsewhere in this issue.)

White Motor Co., 842 East 79th St., Cleveland, Ohio.

PADS (Canvas Loading)

Gilman Bros. Co., Gilman, Conn.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

PADS (Kersey)

Gilman Bros. Co., Gilman, Conn.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

PLATFORMS (Lift Truck)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

Coke Manufacturer Improves Shipping Technique by Stapling

BAGGING coke presents troublesome problems, minor in nature perhaps, yet just the sort of problems which, continuing day by day, chalk up a considerable waste of time and money every year. Tape cannot be used without smudges spoil-



ing the appearance of the package. Dust on the outside of the bag impairs the adhesion of the glue. In addition, working outdoors in Winter makes it difficult to keep the moistening water warm.

Bostitch stapling machines proved to be the answer to this manufacturer's problem, another example of the savings in

DEFENDER PADS



with
the
famous
3" square
construction

Made of one-piece felt filling, covered with fast color army khaki and reinforced all around with blue binding. A good buy at any time, but today, every foresighted warehouseman and moving man will stock up without further urging. Prices are rising, rising, RISING.

WRITE FOR CATALOG A

showing lower-priced pads as well as a complete line of pads, covers and accessories.

NEW HAVEN QUILT & PAD CO.
82 Franklin St. New Haven, Conn.

Give better protection

Inviting Prices

Lighter, fluffier, softer

Material 100% new

Anchored filler

No long rips or tears with Gilman

P
A
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Send for Illustrated Folder

We manufacture full line of protective pads

The GILMAN BROS. Co.
GILMAN, CONN. ESTABLISHED 1897



PREVENT PROTESTS PROTECT PROFITS!

The soiled or grimy side of a pad need never injure or scratch furniture if you use 2-color Pioneer Pads. Common practice is to always use the green side against furniture—the Khaki side as the outside. Write today for new low prices!

LOUISVILLE BEDDING COMPANY, INC.
Louisville, Ky., U.S.A.

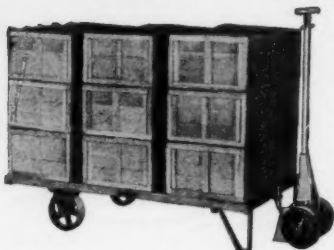
Use 2-color

PIONEER PADS



JACK and LIVE SKID

Gives both storage and quick handling



Skids have hardwood platforms bound at ends with angle steel; Roller bearing wheels, pressure lubricated; Semi-steel or rubber-tired wheels. Made in all sizes, with any special racks desired.

Send for Bulletin 41-G

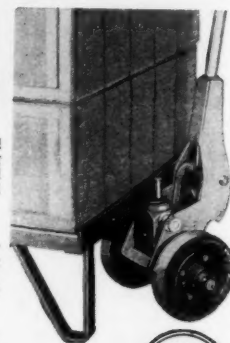
NUTTING makes everything in floor trucks, wheels, casters. Consult Nutting first. Representatives in principal cities. See your classified telephone directory or write direct to

NUTTING TRUCK & CASTER CO.
1161 Division St. Faribault, Minn.

FLOOR TRUCK LEADERSHIP SINCE 1891



Fig. 421 LIVE SKID has two load-carrying wheels near one end, and steel legs at the other end. WITH FIG. 419 JACK the steel legs are raised off the floor and truck easily pulled or pushed when the load is to be moved. An ideal "set-up" for many factories, assembly plants, warehouses, etc.



How to LOWER COSTS of FUR STORAGE...

New

A Combination Cold and Fumigant Storage without Insulation!

Here, at last, is the peak of perfection in a Fur Storage Department, achieved through many years of research and practical experience. So revolutionary is this new method of storage that it makes all previous standards obsolete.

This method of storage will keep a straight line of temperature and relative humidity day in and day out during the entire year . . . and it does away with expensive insulation.

The cost of installing a Reliable Fur Cleaning and Storage Department is low and pays for itself. Write for information.

RELIABLE MACHINE WORKS, INC. 130 W. 29th ST. NEW YORK CITY

NEW Low Priced LIFT TRUCK!

Towmotor LT-40. Speeds up production. Cuts cost of handling loads up to 3,000 lbs. Lifts, hauls, stacks, "spots" all kinds of materials. Loads, unloads boxcars, trucks. Low priced. Low operating cost . . . less than a man's wages. Write for details.
TOWMOTOR COMPANY
1269 E. 152nd St., Cleveland, Ohio



Let **TOWMOTOR** Take the load off your hands

RACKS (Storage)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

RECORDERS (Motor Truck)

Service Recorder Co., 1375 Euclid Ave., Cleveland, Ohio.

REFLECTORS (Plastic or Glass)

Yankee Metal Products Corp., Norwalk, Conn.
(See advertisement elsewhere in this issue)

TRACTORS (Industrial)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
Herman Body Co., 4406 Clayton Ave., St. Louis, Mo.
(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.

TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue)

cost of materials, time, and incidentally floor space, which are being made through the wider application of this relatively new fastening technique. Stapling avoids smudges on these coke bags, saves time, floor space, and ends waiting for adhesives to dry. Bostitch, Inc., East Greenwich, R. I.—DandW.

(Concluded from page 40)

Use of the rayon cords permits higher speeds than the conventional cotton-cord construction in specialized service such as encountered by these thick-tread, large air-volume tires.

The new tires bear the designation SD and are available in sizes with load-carrying capacities of 2200 to 4800 lbs., replacing conventional-size tires ranging from the 7.50-20 to 11.00-20, the company announced.

According to the announcement, the movement of freight by motor truck has speeded up as the tempo of national defense activity quickened, with the result that more tons of freight per vehicle mile are now being hauled and at higher speeds than ever before. This trend necessitated the swing toward the rayon-or Rayo-Flex—construction, the announcement stated.—DandW.



TRUCKS FOR RANGES REFRIGERATORS PIANOS

Better equipment must fill the gap of labor shortage these days. Our trucks for ranges, refrigerators, air conditioners, pianos, "juke boxes", and cartons make money for you through the labor and time they save, because each type is built for practicability. Write for bulletins and prices.

**SELF-LIFTING PIANO TRUCK COMPANY
FINDLAY, OHIO**

TRUCKS (Drum)

Colson Corp., 341 Cedar St., Elyria, Ohio.

TRUCKS (Fork)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.

Baker-Hauling Co., 2176 W. 25th St., Cleveland, Ohio.

(See advertisement elsewhere in this issue.)

Elwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.

Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.

(See advertisement elsewhere in this issue.)

Vaughan Motor Co., 827 S. E. Main, Portland, Ore.

TRUCKS, HAND (Cartons & Cases)

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)

TRUCKS (Jack)

Colson Corp., 341 Cedar St., Elyria, Ohio.

TRUCKS (Lift)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.

Baker-Hauling Co., 2176 W. 25th St., Cleveland, Ohio.

(See advertisement elsewhere in this issue.)

Elwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.

Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.

(See advertisement elsewhere in this issue.)

Vaughan Motor Co., 827 S. E. Main, Portland, Ore.

TRUCKS (Refrigerator)

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 20th St., New York, N. Y.

(See advertisement elsewhere in this issue)

WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.

(See advertisement elsewhere in this issue.)

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

HALLOWELL STEEL TRUCKS



Fig. 769
Pat. Applied for

MANY TYPES AND STYLES — EACH ONE A MODEL OF STAMINA — AVAILABLE FOR EVERY JOB



Fig. 760
1-Bar Handle



Fig. 751
4-Pipe Stakes



Fig. 772
1 Rack



Fig. 753
4-Wooden Stakes

Floor trucks can't be sissies . . . they have to be able to "take it" if they're going to earn their keep. That's why "Hallowell" Steel Trucks are so popular—they're built to take years of punishment without frequent and expensive maintenance required by ordinary trucks.

With their steel plate platforms, welded construction and wheels that roll easily under all loads, "Hallowell" Trucks insure years of trouble-free service under constant rough treatment . . . a fact frequently verified by reports from enthusiastic users.

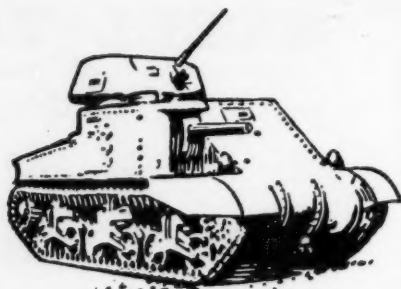
Many "Hallowell" types and models are available for all kinds of service and at order-inviting prices. Ask your distributor, or write—

STANDARD PRESSED STEEL CO.

JENKINTOWN, PENN. Box 660

BOSTON - DETROIT - INDIANAPOLIS - CHICAGO - ST. LOUIS - SAN FRANCISCO

What your defense dollars buy



The TANK is to the Army what the tackle is to the forward line of a football team. It is the "break-through." Head-on, it crashes timber, houses, enemy fortifications. Once it has opened the way, the attacking force follows for the "mopping up."

The Nazis, using these great steel pachyderms which they produce in vast quantities, have been able to break through every fortified line in 14 conquered countries.

In America, the medium-sized tank is the popular size. A medium-size tank weighs 30 tons. To make it takes as much steel as would be used in 500 refrigerators, as much rubber as goes into 87 average automobile tires.

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Distributors Alarmed Over Chances of Staying in Business

San Francisco distributors—5th largest distribution group in the Nation, with a billion dollar industry—see their status, if not their very existence in many instances, seriously threatened by the increasing shortage of "non-essential" consumer goods resulting from the defense program. So alarmed are they over the situation that appears to be developing that this very well organized industry in San Francisco has called a meeting to begin an immediate survey with the object of working out some solution that will safeguard distributors and at the same time fit in with the defense program. The meeting—and probably subsequent action of the group—will be under the sponsorship and guidance of the San Francisco Chamber of Commerce Domestic Trade Committee, a body made up of leading distribution executives in this city.

The basic problem to be faced and worked out by distributors was posed with the recognition that while a manufacturer may turn to production of goods for defense in times like the present, this alternative is hardly open to the distributor. When his source of supply is cut off, he can only decrease his operations or go out of business.

Because of its geographical position on the West Coast, San Francisco has come to depend on its distribution industry, which ranks 2nd in the city's activities in point of payroll figures, and 3rd in number of persons employed. It ranks 5th in national importance, being topped only by New York, Chicago, Boston and Philadelphia. In 1939, sales totalled \$1,377,615,000, Chamber of Commerce research department figures show.

About 3,359 San Francisco firms are engaged in wholesale trade, employing 34,613 persons exclusive of warehousing and transportation, and paying out \$70,999,000 in salaries. Total payroll and operating expenses of the industry comes to about \$161,366,000 annually.

Warehousing and transportation, naturally, are affected by factors making for serious changes in the operations of wholesalers and so the studies of the distributors are being closely watched by the warehousing and transportation groups.—Gidlow.

Calif. Warehouses Seek 15% Handling Rate Increase

Claiming that wage increases and other costs have made necessary a revision of handling rates in San Francisco bay area ports, the California Warehousemen's Assn., and representative warehousemen of this region, have petitioned the California Railroad Commission for permission to up handling rates 15 per cent at San Francisco, Oakland, Alameda, and Emeryville.

At a hearing before Howard G. Freas, Commission rate expert, the warehousemen stated their case on the morning of Nov. 3. Operating costs have shown a substantial increase, they claim, particularly the wage factor, and the higher handling rate is necessary to cover these costs. No formal protest against the increase was recorded at the hearing, so it seems likely the warehousemen's petition may be granted. The Commission has not yet rendered its decision, but is expected to do so shortly.—Gidlow.

Sale of National Reserve Warehouse Common Stock

The National Reserve Warehouse Co. of Los Angeles and Long Beach, Cal., has been authorized by the California Railroad Commission to sell shares of common
 (Continued on page 57)

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Household Goods storage, packing, shipping. Pool Car Distribution Merchandise.
Lift vans local delivery.
Member Ind. Movers & Warehousemen's Assoc.

Continuous Handling by Conveyors

(Concluded from page 15)

In Fig. 3, the use of a system of conveyors and some form of tote box or tote basket is no doubt the most economical method of handling. Installations of this type have been made in perfume plants, cosmetic factories, drug houses, shoe plants, general supply houses, and many others. The advantages of the conveyor have been proved in these installations, not only in bringing about quicker handling or better housekeeping, better methods of storage, quicker inventories, better working conditions for employees, lower fire hazards, reduced accidents, reduced breakage and loss, but also have effected considerable savings in money, time and space.

The variety of continuous types of conveyors available makes it possible to handle practically all types of commodities, and in some instances, combinations or the use of one or more types of continuous conveyors will be more advantageous than trying to do all of the handling on one particular type. One large plant which the writer visited took the finished product from the end of the production line, carried it across the yard on a belt conveyor, discharged down a spiral chute, on to an apron conveyor, and at different points along the length of the warehouse the bags were taken off of the apron and put into piles by means of portable belt conveyors. When shipments were ready to be made to lighters and freight cars, barges and steamers, or motor trucks, the piles were broken down and handled by means of portable conveyors to the several vehicles which were being loaded.

An unusual installation of conveyors is shown in Fig. 4, where the commodity being handled is sugar. In this plant, the sugar is handled by means of belt conveyors; the overhead electric hoist and telfer system handles sling loads as shown to the right, and also by means of the trolley conveyor with special hook and cable attachment, which hooks on to the ends of the bags and propels them in this manner on a continuous overhead chain.

From the foregoing descriptions and accompanying illustrations it will be seen that there are continuous conveyors which have been designed for practically all types of handling and the type suited for any one particular installation depends a lot upon the physical layout of the buildings, the commodity to be handled, the various operations which should be performed during the handling operation, and the method of storage.

Most conveyor installations, if properly installed, will amortize their costs over a period of from one to 2 yrs. Frequently, it is advisable to make an extensive conveyor installation, even in rented warehouse space, if the lease is for a 2-yr. period, and there is a sufficient volume of handling to justify the cost of a conveyor installation.

There is no one particular type of materials handling equipment which is best for all handling operations, and care should be taken in selecting the proper type of equipment to be used. All methods should be thoroughly investigated before a final decision is made. In some instances, any one or 2 or 3 types of equipment could be successfully used, and in these cases all factors should be given very careful consideration before a final purchase and installation is made.

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On the 9-ft. channel already completed from the mouth, near Paducah, Ky., some 460 miles to Chattanooga, Tennessee River traffic has increased measurably in 1941. During the 8 mos. ending Aug. 31, 2,200 automobiles moved by barge from Evansville, Ind.,

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Member: A.W.A.

to Guntersville, Ala., and thence, by motor, to towns in Alabama and Georgia.

Grain, valued at \$1,750,000, more than 33,000,000 gals. of gasoline, and many tons of canned goods, furniture, whiskey, and other commodities, enter the valley by water.

Out of the valley went pig iron from Birmingham, cotton goods from Georgia and Alabama mills, and lumber from Tennessee to St. Louis, Chicago and Pittsburgh—all by way of the Tennessee.

At least 2 barge lines have begun accepting shipments of carload and less-than-carload lots, one, the Tennessee Valley Barge Line, operating principally from St. Louis and the other, Commercial Barge Lines, Inc., from Louisville, Ky., and Evansville, Ind., thus extending the lower water rates to smaller shippers and receivers.

The water carriers joined hands with motor carriers to bring about water-motor service in competition with all-train, all-motor, or rail-motor service. The water-motor carriers claim they can offer less expensive transportation than can their competitors, although it will not be as speedy.

"The South has been striving for years to obtain an adjustment of rail rates and has not yet succeeded," says a water-motor carrier spokesman. "Now we have at last obtained a lower cost means of transport for the Southeast and the Midwest." The water carriers have fleets of all-steel barges, Diesel powered, and facilities along the Mississippi and Ohio Rivers in addition to docks at Decatur and Guntersville, Ala., and Chattanooga, Tenn.

**N. F. W. A.'s Atlanta Meeting
Discusses Priorities**

Priorities and their effect on furniture warehousing operations commanded the principal attention of furniture warehousemen who attended the regional conference of the National Furniture Warehousemen's Assn. and Allied Van Lines at Atlanta, Ga., Nov. 14 and 15. Acting on reports of difficulties encountered in obtaining necessary supplies, such as nails, wrapping paper, cartons and packing materials, organization executives had previously polled the membership to obtain an idea of the extent of this problem. It was also ascertained that many companies are doing a considerable business of moving and storing for persons connected with defense projects. Discussions at the Atlanta conference brought out further facts from which a program was developed designed to show the relationship between operations of the association's membership and the defense program, through which it is anticipated that the restrictions on supplies will be greatly relieved.

Ernest T. Chadwell, vice-president of Bond, Chadwell Co., Nashville, Tenn., and vice-president of the association for the Southern region, was general chairman of the 2-day conference. National president John L. Wilkinson, who heads the Carolina Transfer and Storage Co., Charlotte, N. C., was also active in the proceedings and a delegation of key officers from Chicago headquarters of the organization was present.

Executives and agents of Allied Van Lines devoted their attention to transportation problems and the meeting also gave them opportunity to meet their new advertising and promotional manager, Eric Dahl. Social features of the meeting included a banquet and dance at the Henry Grady Hotel on the first evening of the conference.—Slawson.

**Federal Storage, Tulsa.
AWInc. Member**

The Federal Storage & Van Co., Inc., Tulsa, Okla., has become a member of the Associated Warehouses, Inc., Chicago. The Federal company recently took over a new building under an expansion program.

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★ In Chicago—It's Central for first consideration because our modern warehouses are located centrally with respect to all Chicagoland. Not only do we enjoy the service of the Chicago Junction Railway—inner belt line which connects directly with every railroad in and out of Chicago—but under our own roof we have one of its union freight stations. This means swift, sure delivery and dispatch of both carload and less than carload shipments without transfer or cartage expense.

★ Our warehouse units front on well paved private streets. Ample parking and loading spaces are assured. A special feature is our second level truckway to which elevators carry our trucks for more rapid loading and unloading.

Throughout our warehouses specially geared elevators are provided in generous number.

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★ These are not by any means all of the good reasons but they present a few of the strong arguments to suggest why, for light manufacture or warehouse purposes, In Chicago—It's Central Storage.

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Waterways and Terminals

(Continued from page 24)

down there, which has been created by the shifting of ships to the more important ocean routes between this side and the United Kingdom."

Heaviest vessels on the Great Lakes services will be used for the Winter coastal work. They will probably operate mainly from ports South of Cape Hatteras, near Baltimore, and will make calls in and out of the Gulf of Mexico.

Most of the ships to be diverted to this service will be about 250 ft. long. One of the important differences between lake and ocean ships, and one which operates against the inland ships in meeting ocean conditions, is that the engines are aft, whereas the engines on ocean vessels are amidships.

Mr. Cuttle said it was not planned to send any lake vessels overseas for coastal work around the United Kingdom.

Mississippi Valley Group Hits Seaway

The Mississippi Valley Assn. went on record as opposing development of the proposed St. Lawrence seaway as unsound national economy, but favored completion of the Mississippi River improvement program approved by United States Army engineers.

The association ignored a minority report introduced by John Bonner, assistant city attorney of Minneapolis, supporting the seaway. The resolution adopted said the seaway would seriously handicap the national defense effort.

Protests of the Central Trades and Labor Council of New Orleans were swept aside when the association adopted another resolution urging amendment of the National Labor Relations Act because decisions of the N.L.R.B. have encouraged the individual leaders of labor to use the present law to overcome fundamental rights of the American workingman.

Philadelphia Ship Line Halts Freight Operations

C. L. Voight, general agent of the Philadelphia and Norfolk Steamship Line, which prior to Nov. 1 operated between Norfolk and Philadelphia, advised that freight operations have been discontinued "for the duration of the emergency."

Voight said that the company is turning over its first-line vessels to the Navy Dept., and added, "Due to labor difficulties, it became necessary to place an embargo, effective Nov. 1, against all freight traffic at all ports reached by our line, and it is not practical under present conditions to work out an agreement which might enable us to carry on in a reasonable fashion."

New Propeller Club Head

Commander Robert C. Lee, executive vice-president of Moore-McCormack Lines, who was elected national president of the Propeller Club of the United States at the close of the San Francisco convention, visited the new San Francisco passenger office of the line and also stopped at Chicago on the return trip. Other officers chosen to guide the destiny of the national organization for the coming year were: Joseph H. Godwin of Norfolk, treasurer; Harold J. Harding, N. Y., secretary, and Ira L. Ewers, Washington, D. C.; Thaddeus Street, Charleston, S. C.; Col. Harry Culbreath, Tampa, Fla.; Munger T. Ball, Port Arthur, Tex.; J. S. Bronson, Memphis, Tenn.; J. Milnor Roberts, Pittsburgh, Pa.; Neal Morgan, Detroit, Mich.; H. J. Hollburg, Chicago, Ill.; Capt. Wallace Langley, Seattle, Wash.; Charles L. Wheeler, San Francisco, regional vice-presidents for the United States; and George R. Alden, London, England; Charles Alloch, Genoa, Italy; Manuel Casseres,

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San Juan, P. R.; and David J. Pearsall, Barranquilla, vice-presidents for foreign regions; Prof. Alfred Lomax of the University of Oregon was named vice-president representing student ports.

1,800-Mile Barge Trip

The seagoing tug Dauntless No. 15 of the Moran Towing Co., New York, left New Orleans with 2 to 4 barges for an 1,800-mile trip to Venezuela. The barges, the largest of which is 295 ft. long and of 45-ft. beam, were constructed by the Ingalls Shipbuilding Co., Decatur, Ala., and had previously been towed to New Orleans by the American Barge Lines.

To Widen Ship Basin

In order to handle the 5 large ore freighters now being built for the Pittsburgh Steamship Co., the work has begun at Conneaut, Ohio, on a \$250,000 project to enlarge the winding basin at Conneaut harbor.

The new ore carriers being constructed at Detroit and Lorain, Ohio, are 640 ft. long, far too large for present dock facilities at Conneaut. A 3-story brick structure housing a supply store will be moved back 110 ft. from the edge of the basin, and the West and South docks will be cut back 22 ft. to provide a winding radius of 673 ft. The project is scheduled for completion before the start of the 1942 navigation season on the Great Lakes.

Lake Ship Is Chartered to Store Winter Grain

Ship operators are requesting high rates to transport grain down the Great Lakes at the close of the navigation season and hold it in the "Winter Fleet" at Buffalo. The latest charter is for a large freighter to load 400,000 bushels of wheat at Duluth, transport it to Buffalo, and hold it in winter storage there for 8½ cents a bushel. This represents a transportation and storage bill of \$34,000 for the shipper, reflecting the unusual demand for vessel space and the tight terminal elevator situation in many parts of the country.

Other cargo boats are being lined up for the storage fleet, calling for rates that run from 7½ to 10 cents a bushel.

Ore Shipments by Barge Will Be Given Test

An experimental tow of several barges of iron ore from the Twin Cities to Granite City, Ill., will be undertaken by sponsors of the project for barging Cayuna range ore down the Mississippi to steel mills.

John Barrington McGrath, St. Paul representative of Eastern industrialists backing the program, said this initial shipment and possibly another, will test facilities of Minneapolis and St. Paul for loading ore and of river carriers for transporting it downstream.

Mr. McGrath said a present obstacle is the existing railway freight rate on ore from Cayuna range points to the Twin Cities. This is \$1.50 per ton. Considerably more than 4 times as far from Cayuna range points, the rate is only \$2.50 a ton, Mr. McGrath said.

Pending construction of a permanent ore dock, barges can be loaded by chutes in Minneapolis or St. Paul, as a temporary expedient, Mr. McGrath explained.

A delegation from the sponsoring group, headed by J. Patrick Beacom of Huntington, W. Va., will inspect existing loading facilities in Minneapolis, St. Paul and also Stillwater, which would like to have the dock. The party will visit both the Cayuna and Messabi iron ranges after looking over possible sites for docks, smelters and steel plants in the Twin Cities.

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TRANSFER & STORAGE CO.**FURNITURE
STORAGE

Pool Car Distribution

Special Heavy Equipment for Machinery, Boilers, Presses.

Siding C. R. I. & P. Ry. Free Switching from any R. R.

Operators—Wholesale Merchants Delivery—Retail Merchants Delivery

Agent Grayvan Lines.

DES MOINES, IOWA

1880—81 Years' Continuous, Efficient Service—1941

WHITE LINE TRANSFER & STORAGE CO.120 S.W. 5th Ave.
Des Moines, Iowa

Merchandise & Household Goods Storage

—Fireproof Warehouses

Lowest Insurance Rate. Pool Car Distribution. Private Siding. Free

Switching. Free Rail or Truck Pick-up Service.

Member of A.W.A.—May. W.A.—Ia. W.A.

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PH. 8-0948 1525 NEWBERRY AVE. MON.5535**ATTENTION
SHIPPERS**Local traffic matters are
studied and freight shipments
given best routing. Ordinarily, it
is difficult for the most efficient traf-
fic department to know all changes in
distant parts of the country.

350 Cork Products Call for Variety of Containers

(Concluded from page 9)

When parching winds sweep the Spanish hillsides, one tree that remains green and flourishing is the cork oak, for its trunk is sheathed with nature's own insulation. The natural ability of pure cork to resist the passage of heat has made it an ideal insulating material. Scientists seem agreed that the most effective barrier to the transmission of heat is a homogeneous mass of minutely-divided motionless air particles.

After stripping, the bark or corkwood is left on the ground to dry. Before being removed from the forest, the bark is boiled in copper vats which softens the wood and removes the tannin. Corkwood and cork waste arrive in the United States strapped in 150-425-lb. bales or fardos, having been brought in chartered vessels or in regular cargo steamers. When shipping conditions are normal, small shipments are sent direct from abroad to West Coast ports by way of the Panama Canal. However, most of the baled cork is received by the Armstrong company at its plants in New York, Philadelphia, and Gloucester City, N. J., the latter point being within the limits of the Port of Philadelphia. Here, along the quarter mile water frontage on the Delaware River, opposite South Philadelphia, ocean going vessels may dock and unload at the company's private pier.

More raw cork is handled at Gloucester City than at any other port in the United States, some of it being stored at that point while much of it is transhipped in the company's own fleet of lighters to Camden, where it is made into corkboard insulation, cork pipe covering, special shapes of cork insulation, cork machinery insulation, and waterproof cement. Aside from receiving and storing supplies of cork as they come from abroad, the plant at Gloucester City is engaged in the manufacture of asphalt paints, asphalt emulsions, plastic cork and rubber composition, and a general line of asphaltic products.

Much cork used by Armstrong factories is shipped inland to various plants by rail, although motor trucks are used to transport corkwood and some grinding cork from Gloucester City to customers who are within convenient trucking range.

In addition to the plants located at general headquarters at Lancaster, Armstrong manufacturing facilities are spread between Pittsburgh and Beaver Falls, Pa.; Camden, Gloucester City, and Millville, N. J.; Fulton, N. Y.; South Braintree, Mass.; and Pensacola, Fla.; westward to Dunkirk, Ind.; and on across the Great Plains and beyond the Rockies to South Gate, Calif.; with district and branch offices at many points.

As the record of many another successful business reveals the story of early struggle, sometimes against great odds; of abiding faith on the part of the founders; of adherence to certain fundamental ideals of service and responsibility; of the capacity to adapt its products, its manufacturing procedure and its merchandising methods to constantly changing requirements of the modern world; so history finds the Armstrong Cork Co. no exception to this general rule.—Cleveland.

National Reserve Warehouse Sale of Common Stock

(Continued from page 46)

stock at not less than \$100 per share to obtain working capital.

The Commission authorized the following Los Angeles general warehouse operators to acquire one share each of National Reserve stock: Davies Warehouse Co.; Jennings-Nibley Warehouse Co., Ltd.; Los An-

DUBUQUE, IOWA

Member of Iowa Warehouse Ass'n.

COMPLETE DISTRIBUTION SERVICES

222,000 sq. ft. of floor space in buildings of brick-concrete-steel construction. Chicago-Great Western R.R. siding with 10 car capacity. Free switching with Federal Barge Lines.

Floor loads 500 lbs. per ft.

Low insurance rates.

Complete-Motor-Freight-Facilities.

Pool car distribution—all kinds. Merchandise & Household Goods Storage, industrial and office space for rent.

Write today

DUBUQUE STORAGE & TRANSFER CO.
3000 JACKSON ST. DUBUQUE, IOWA

MASON CITY, IOWA

A. W. A.—May. W. A.



MASON CITY WAREHOUSE CORPORATION

Merchandise Storage,
Household Goods Storage,
Pool Car Distribution,
Local and Long Distance
Moving.

Packing & Crating,
Local Transfer,
Private Sidings,
Motor Freight Terminal.



WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

DODGE CITY, KANSAS

JOHN PRESSNEY, Owner and Mgr.

THE DODGE CITY WAREHOUSE CO.

501 West Chestnut, Foot of Boot Hill
MERCHANDISE — HOUSEHOLD
GOODS and COLD STORAGE

Distribute Pool Cars, Ship via R.R. or
Santa Fe Rys.

Member AWAm—Kas MTA



KANSAS CITY, KANSAS

INTER-STATE TRANSFER AND STORAGE COMPANY FIREPROOF WAREHOUSE 18th & MINNESOTA



Packing, Moving, Storing and Shipping. Private Siding
Agent for Allied Van Lines, Inc.

L. J. CANFIELD, Proprietor

Telephone Dr. 5430

TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

TOPEKA TRANSFER and STORAGE Co., Inc.

A.W.A.

Established 1880

N.F.W.A.

FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & SF, CRI & P. U.P. and M.P.

WICHITA, KANSAS

A Modern Distribution and Warehousing Service

Brokers Office & Warehouse Co.

B. W. BILLINGSLEY, JR., Manager

Member of American Chain of Warehouses

WICHITA, KANSAS



Write or Wire

Cassell

TRANSFER & STORAGE CO.

WICHITA, KANSAS

Fireproof Storage and Sprinkler System

WICHITA, KANSAS



UNITED WAREHOUSE CO.

Merchandise Warehouses
at
TWO BIG MARKETS



LOUISVILLE, KY.

H. W. Lamppin, Pres.



Serve your customers in the Louisville territory promptly from stock kept in this modern, clean warehouse. The personal attention we give each account will bring in those repeat orders.

21 Trucks — Clean, Dry Space — Reasonable Rates
Responsible Service — P. R. R. Siding
LAMPPIN WAREHOUSE COMPANY, INC.
1409 MAPLE STREET LOUISVILLE, KENTUCKY

Represented by
NEW YORK CHICAGO
11 WEST 42ND ST., PHIL. 8-0568 1525 NEWBERRY AVE., MOH. 533

LOUISVILLE, KY.

Louisville Public Warehouse Company

25 WAREHOUSES 944,000 SQUARE FEET

Louisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mds. H. H. Goods

ALEXANDRIA, LA.

B. F. HENRY, Pres. HARRIET POWARS, Secy.-Trans.

Rapid Transfer and Storage Co., Inc.

1056-1058 WASHINGTON STREET

Merchandise and Household Goods Storage

Pool Car Distribution

Ship via R.I. Ry.—So.P.—L.&Ark. Ry.—Mo.P. and T.&P.

Agents for Allied Van Lines, Inc.
Member NFWA-SWA

NEW ORLEANS, LA.

E. B. FONTAINE, Pres. & Mgr.

Commercial Terminal Warehouse Company

INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.



New York—Chicago

Storage Cartage Forwarding
Distributing Bean Cleaning
and Grading Fumigating

Office 402 No. Peters Street
NEW ORLEANS LOUISIANA

geles Warehouse Co.; Birk-Smith Storage Co.; Bekins Van Lines, Inc.; H. G. Chaffee Warehouse Co.; Union Terminal Warehouse Co.; Western Warehouse & Transfer Co.; Crescent Warehouse Co.; E. G. Stanley of Star Truck & Warehouse Co.; and W. E. Fessenden of California Warehouse Co.

By decision of July 1, 1941, the CRS authorized the National Reserve Warehouse Co. to operate not to exceed 1,500,000 sq. ft. of warehouse space in Los Angeles and Long Beach on condition that the space would be used exclusively for storage of national defense raw material, including raw rubber, cotton, wool, tin, hemp and manganese.

Officers of National Reserve are Edgar S. Stanley, president; Charles H. Smith, vice-president; Charles G. Munson, secretary-treasurer; Nathan Nibley, assistant secretary. All are of Los Angeles.—Herr.

New Orleans Sugar Whse. Of Coca-Cola Sold

The 4-story Cottam warehouse in the heart of New Orleans warehouse district, the major part of which is leased by the Coca-Cola Bottling Co. for the storage of sugar, has been sold for investment purposes for \$225,000 to L. M. Stratton, president of the Stratton-Warren Hardware Co., Memphis, Tenn., and chairman of the board of A. Baldwin and Co., New Orleans wholesale hardware firm. The building has more than 200,000 sq. ft. of storage space.—Brown.

State Pier Bill Signed by Mass. Governor

The bill authorizing the purchase by the State of the 5 Mystic wharves of the Boston & Maine R.R. in Charlestown, Mass., and construction of a modern double-deck pier to be financed by a \$4,700,000 bond issue, was signed late in October by Governor Saltonstall.

The bill provides that the State take over Piers 46, 47, 48, 49 and 50 along the Charlestown waterfront. The purchase price is to be determined by court proceedings. The bond issue would be amortized over a 40-yr. period by rental fees.

Shipping interests were strongly in favor of the passage of the bill as were maritime and other groups which recognized the need for more adequate pier facilities. The proposed terminal, while not able to accommodate the larger ocean-going ships, will have facilities for smaller craft, leaving the larger terminals for other commerce.

A committee has been appointed to keep in touch with General R. K. Hale relative to the proper planning in the development of the new piers so that in their construction, all advantages of a modern nature will be taken. The committee is composed of H. S. Evans, chairman; Captain P. J. Fanning, J. Q. Birmingham, Homer Gilbert, Thomas Welch and Captain William Houston.—Wellington.

Rail L.C.L. Performance Record at Chicago

The Chicago Assn. of Commerce has issued a report covering performance of 127,065 l.c.l. merchandise cars out of Chicago to over 800 break-bulk stations during the 2nd quarter of 1941. Of this number 91.97 per cent arrived at destination on time; 7.14 per cent arrived one day late; and 0.89 per cent arrived more than one day late. More than 1,600 cars were dispatched daily from Chicago, each car being sealed and the seals not broken until ready for unloading at the break-bulk station. This service, the Chicagoans say, cannot be equalled by any other city in the Nation.—Slawson.

NEW ORLEANS, LA.



N. W. Dietrich, Pres. Neelia Dietrich Collins, V.P.
DIETRICH & WILTZ, INC.
IMPORTERS' BONDED WAREHOUSE
 Office: 340 Bienville St., New Orleans, La.
 Complete Warehousing and Distribution Service for New Orleans and its territory.
 200,000 square feet of storage space with track room for 30 cars at one placement. Fully licensed and bonded for your protection.
 Member of A.W.A.—A.G.W.
 Same Management Bienville Warehouses Corporation

NEW ORLEANS, LA.

Represented by
 Distribution
 Service, Inc.
 New York Chicago
 San Francisco



Douglas Shipline Storage Corporation
Douglas Public Service Corporation

New Orleans, La.
 Sprinklered storage—
 1,050,000 square feet.
 Bids. and Furniture.
 Switch track capacity—
 100 cars.
 Nine warehouses convenient to your trade.
 Loans made against negotiable receipts.
 Trucking Department operating 105 trucks.
 Insurance Rates 12¢ to 46¢.



NEW ORLEANS, LA.

MALONEY TRUCKING & STORAGE, Inc.
 133 NORTH FRONT ST.

An able servant to the PORT OF NEW ORLEANS
 Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigation—Storage—Cartage—Field Warehousing—Office Space—Display Rooms—
 Sprinklered Risk
 UNITED STATES AND STATE BONDED
 Represented By:
 Interlake Terminals, Inc., New York—Chicago
 New Orleans Merchandise Warehousemen's Ass'n.



NEW ORLEANS, LA.

T. E. GANNETT, Owner

**Standard Warehouse Company**

100 Poydras St., New Orleans, La.

Complete Warehousing Service

SHREVEPORT, LA.

RESPONSIBILITY & SERVICE**Offering Three Combined & Complete Services**

MDSE. DISTRIBUTION: We distribute many pool cars MDSE. for National Shippers. Expert in charge MDSE. DEPT. gives prompt service all details. Fireproof type construction; sprinklered, clean storage. Inquiries solicited.

HOUSEHOLD GOODS DIVN.: Dept. Mgr. in charge assures prompt accounting—remittances and careful handling. Pool cars or long distance deliveries. Reciprocity to Warehousemen over U. S. A.

HERRIN MOTOR LINES, Inc. Regular deliveries MDSE. from Shreveport to New Orleans, Mobile, Natchez, Monroe, Alexandria and Baton Rouge—intermediate points.

COMPLETE SERVICE — INQUIRIES INVITED

Have
HERRIN TRANSFER & WAREHOUSE CO., INC.
andle
 Cor. Marshall & Davis Sts.

SHREVEPORT, LA.

Terminal Warehouse & Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered, 40,000 square feet. Distribution of Pool Cars. Transfers Household Goods.

Member of A.W.A.—May. W.A.—S.W.A.

BANGOR, MAINE

McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.—Agent A.V.L.

PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General Merchandise except goods detrimental to foodstuffs
 Modern construction
 Sprinkler system protection
 Insurance rate 16½¢

A.D.T. Automatic Burglar System
 Storage in transit privilege on flour, canned goods, paper and paper bags



BALTIMORE, MD.

For Details See Directory Issue
 Distribution and Warehousing

**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses
 Rail and Water Facilities
 Pool Car Distribution—Storage—Forwarding
 Private Siding Western Maryland Railway

BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of
 The Baltimore & Ohio Railroad Co.

A.D.T. Private Watchman, Sprinkler
 Storage—Distribution—Forwarding
 Tobacco Inspection and Export—Low Insurance Rates.
 Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

MAIN OFFICE: 400 KEY HIGHWAY

U. S. Customs Bonded Drymen

**DAVIDSON TRANSFER & STORAGE CO.**

Household Goods and Merchandise—Storage—Delivery
 —Uncrating—Special Flat Bed Trucks for Lift Cases.
 Agents: Allied Van Lines . . . Member N. F. W. A.

BALTIMORE, MD.

Martin J. Reilly, Pres. A. Bernard Heine, Vice-Pres.

FIDELITY STORAGE CO.

2104-6-8 MARYLAND AVE.

Baltimore's Modern Fireproof Warehouse

Your Clients Efficiently Served

All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods

Pool Car Distribution

Merchandise

Member of N.F.W.A.—Md.F.W.A.—Md.W.T.A.

Agent for Allied Van Lines, Inc.

BALTIMORE, MD.

McCORMICK WAREHOUSE COMPANY

LIGHT AND BARRE STREETS, BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service.

BALTIMORE, MD.

Norman Geipe
VAN LINES

FIRE-PROOF STORAGE WAREHOUSES

524 to 534 WEST LAFAYETTE AVENUE
BALTIMORE, MD.

The Most Complete Moving and Storage Organization in Baltimore.
MERCHANDISE and HOUSEHOLD GOODS—Two Warehouses conveniently located—Packing—Crating—Lift Van—Local warehouse—desk space. Long Distance Moving to all points.—Certificate granted—MC-52452.

Tarif-Independent Movers' and Warehousemen's Assoc.

BALTIMORE, MD.

**TERMINAL WAREHOUSE CO.**

Operating four Modern Warehouses on tracks of Pennsylvania Railroad Company.

Resources \$750,000

Trucking Storage

A.D.T. Watchmen Pool Car Distribution Bonded Space

Financing Represented by Associated Warehouse, Inc., New York and Chicago

BOSTON, MASS.

CLARK-REID CO., INC.

GEO. E. MARTIN, President

GREATER BOSTON SERVICE
HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING

OFFICES 83 Charles St., Boston

380 Green St., Cambridge

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

BOSTON, MASS.

CONGRESS STORES, Inc.

38 STILLINGS ST.

GENERAL MERCHANDISE STORAGE

Central Location—Personal Service

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By A.D.T. Service

Member Mass. Warehousemen's Assn.

BOSTON, MASS.

Established 1896

PACKING MOVING

D.W. **DUNN** CO.

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES

CONTAINER SERVICE

46 Bromfield St.

Member May W. A.

3175 Washington St.

BOSTON, MASS.

CHARLES RIVER STORES

131 Beverly Street

Boston and Maine R. R.

ALBANY TERMINAL STORES

137 Kneeland Street

Boston and Albany R. R.

FITZ WAREHOUSE CORPORATION

Successors to Fitz Warehouse & Distributing Co.

GENERAL MERCHANDISE STORAGE

Free and Bonded Space — 1 — Pool Car Service

Rail and Motor Truck Deliveries to All Points in New England

Represented by ALLIED DISTRIBUTION INC. CHICAGO

NEW YORK 1525 NEWBERRY AVE., MON. 5531

BOSTON, MASS.

Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

A.D.T. Automatic Fire Alarm

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

W. A. KELSO

Pres.

A. WALTER LARKIN

Treas. & Mgr.

C. F. COWLEY, Asst. Treas.

J. L. KELSO COMPANY

Established 1894

General Merchandise Warehouses

UNION WHARF, BOSTON

Free and Bonded Storage

Connecting all railroads via

Union Freight Railroad Co.

A.D.T. Service

Motor Truck Service

Member of Mass. W. A.

BOSTON, MASS.

MERCHANTS WAREHOUSE CO.

453 COMMERCIAL STREET

BOSTON, MASS. CAPITAL 7760

One of the Chain of Tidewater Terminals

and Inland Warehouses

Free and Bonded Storage . . . Union Freight Railroad

A. W. A.

M. W. A.

BOSTON, MASS.

WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Mem.

STORAGE

B. & M. R.R.

Mystic Wharf,

Boston

N. Y., N. H. & H. R.R.

E. Street Stores

South Boston

BOSTON, MASS.

ESTABLISHED 1830

D. S. WOODBERRY CO.

P. O. BOX 57, NORTH POSTAL STATION, BOSTON

Largest Pool Car Distribution Specialists for New England

TRUCKING & STORAGE

BOSTON & MAINE R.R. SIDING

FALL RIVER, MASS.

BOSTON, MASS.

NEW BEDFORD, MASS.

PROVIDENCE, R. I.

NEWPORT, R. I.

Direct B. B. Siding N. Y., N. H.

& H. R. R.

Keogh Storage Co.

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking

LYNN, MASS.

LYNN STORAGE WAREHOUSE CO.

154-156 Pleasant St.

The only Fireproof warehouses on the North Shore complete with every facility and private sidings for the storage and distribution of merchandise, automobiles and household goods. 100,000 sq. feet of space.

Distributors—Packers—Shippers—Movers

Member N.F.W.A.—Mass. F.W.A.



NEW BEDFORD, MASS.

NEW BEDFORD STORAGE WAREHOUSE CO.

MAIN OFFICE — 152 FRONT STREET

Large modern warehouses centrally located in wholesale district—specially constructed for storage, handling and distribution of general merchandise.

Storage and Industrial Space for Rent or Lease

Furniture, Storage, Packing and Shipping

Member of NFWA—AVL—American Chain of Whose.



PITTSFIELD, MASS.

T. ROBERTS & SONS, INC.

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses

Household Goods Storage — Packing — Shipping

Merchandise Storage and Distribution

Pool Car Distribution

DIRECT R.R. SIDING

B. & A. R.R. OR ANY R.R.

SPRINGFIELD, MASS.

**ATLANTIC STATES WAREHOUSE AND
COLD STORAGE CORPORATION**
385 LIBERTY ST.

General Merchandise and Household Goods Storage. Cold Storage for Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits
B. & A. Sidings and N. Y., N. H. & H. R. R. and B. & M. R. R.
Daily Trucking Service to suburbs and towns within a radius of fifty miles.
Member of A.W.A.—M.W.A.

SPRINGFIELD, MASS.

E. G. Mooney, Pres. J. G. Hyland, V-Pres.

**HARTFORD DESPATCH
and WAREHOUSE CO., Inc.**

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.
Members: NFWA—AWA—ACW—AVL Agents

SPRINGFIELD, MASS.

**J.J. Sullivan The Mover, Inc.**

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing,
Shipping, Pool Car Distribution of All Kinds
Fleet of Motor Trucks

**Kitchen Ranges Shipped
Without Blemish**

(Concluded from page 11)

as to what condition they will be in on their arrival.

Although all shipments are made direct from the company's factory at Milwaukee, it was found some few years ago that the trade could be served better by maintaining spot stocks at certain points. At present public warehouses are being used at Kansas City and Los Angeles. The service, besides storage, generally consists of delivery of orders in the adjacent territory, together with inspection before delivery is made. Occasionally, warehouse services are used in the distribution of pool cars at various points.

Since the domestic range is a seasonal product, reaching its sales peak generally along in the Spring, warehouse stocks are of course kept at a low ebb during the off months, depending on the type of stove, there being some variations in the seasons in connection with the different types of stoves—oil and electric products having a longer season. The careful attention given to packing and shipping has reacted favorably. Damage due to handling during transportation has been reduced to a minimum.—Cleveland.

Now General Detroit Corp.

Effective Nov. 1, the name of the General Fire Truck Corp., Detroit, was changed to the General Detroit Corp. The management and personnel remain the same.

Record Tonnage Passes Through Soo

Up to the end of October, the tonnage passing through the Sault St. Marie ship canal amounted to 96,762,140, of which 13,921,443 was for October. In other years, the tonnage for the first 10 mos. had never exceeded 92,625,000. The October tonnage alone was 152,531 greater than for the corresponding month of 1940. It was, however, nearly 500,000 tons less than in September, 1941.

Iron ore, Eastbound, was reported to be 10,067,957. Wheat shipments from Lake Superior ports amounted to 25,942,365 bushels, for October. In that month 2,493,000 ft. of lumber passed through the ship canal,

DETROIT, MICH.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

DETROIT, MICH.

DETROIT STORAGE CO.

Established 53 Years

**STORAGE WAREHOUSES
ALL OVER DETROIT**

Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trinity 2-8222



DETROIT, MICH.

**Henry & Schram Storage &
Trucking Company**

"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING
CAR LOAD DISTRIBUTION



Private Siding on
Wabash—Canadian Pacific—Pennsyl-
vania—Pere Marquette Railways
A.D.T. Aero Automatic Fire Alarm and
A.D.T. Burglary and Fire Protection
"Your Interests Are Always Ours"

1941-63 W. Fort Street
DETROIT, MICHIGAN

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

GOLDEN JUBILEE
1891 1941

**GRAND TRUNK WAREHOUSE
& COLD STORAGE COMPANY**

DETROIT, MICH.
Ferry Ave., E. and Grand Trunk Railway



Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New Trunk Line
Ultra-Modern Terminal
Plant Complete Service
Continent-wide Connections

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.
MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING
6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

Where Location Means Profit to You!

150,000 square feet, divided into storage space and offices and street level show rooms, with full-size, clear vision windows facing the busiest thoroughfare in Detroit.

Quick service on pool cars and prompt reshipment via our own trucks. 10-car siding and free switching from all railroads. Large enclosed dock for sorting speeds handling and delivery. Send for illustrated folder.

**JEFFERSON
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

DETROIT, MICH.

Established 1882



**RIVERSIDE
STORAGE & CARTAGE CO.**

Cass & Congress Sts., Detroit, Mich.
Household Goods and Merchandise Storage
Moving—Packing—Shipping
Personal Service Guaranteed
Members—A.W.A.—N.F.W.A.—Allied Van Lines



DETROIT, MICH.

AN ASSOCIATED

Golden A.W.A. Jubilee
1891 1941

In
Greater
DETROIT
THE BEST IS
★ U.S. ★

UNITED STATES WAREHOUSE COMPANY
1448 WABASH AVENUE PHONE RANDOLPH 4730

DIVISION OF
UNITED STATES COLD STORAGE CORPORATION

OPERATING

| | |
|--|-------------|
| United States Cold Storage & Ice Company | Chicago |
| United States Cold Storage Company | Kansas City |
| United States Cold Storage Company | Dallas |
| United States Warehouse Company | Detroit |



DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

**STORAGE AND MOVING, PACKING
AND SHIPPING**

Agent for Allied Van Lines, Inc.



as well as 1,829 tons of shingles, 31,065 cords of pulpwood, 4,182 tons of copper, 908,650 barrels of flour, 3,056 tons of zinc, 7,388,879 bushels of grain other than wheat, 26,744 tons of scrap iron, 7,510 tons of structural steel, 78,511 tons of general merchandise and 9,970 tons of stone and gravel. All these figures cover Eastbound traffic through the ship canal.

Westbound shipments consisted of: structural steel, 15,446 tons; salt, 4,404 tons; petroleum products, 108,665 tons; hard coal, 25,972 tons; soft coal, 2,239,268 tons; stone and gravel, 75,020 tons; automobiles, 3,438, and general merchandise, 105,621 tons.

Of all of the tonnage, both East and Westbound, 531,491 tons passed through the Canadian canal. In both the American and Canadian canals at this point, the number of vessels was 3,109.—Hubel.

**Portable Refrigerator Units
for Ships Successful**

Experiments conducted by the Canadian Bacon Board have proved the feasibility of using portable refrigeration units to convert ordinary freighters into ships suitable for trans-Atlantic shipments, the board reported. In one shipment entailing 1,800,000 lbs. of bacon, the latter arrived in excellent condition after the use of eel-grass mats for insulation. Lower temperatures than formerly prevailed en route on this trip.—Carmichael.

LANSING, MICH.

Established 1919

FIREPROOF STORAGE CO.
430-440 No. Larch St., Lansing, Mich.
Merchandise and Household Goods Storage
—Modern Fireproof Building—
Pool Car Distribution—Private Siding
P.M.R.R.
Trucks for Local Deliveries
Member of A.W.A.—MayW.A.

LANSING, MICH.

LANSING STORAGE COMPANY
The only modern fireproof warehouse in Lansing exclusively for household storage.
RUG—TRUNK—SILVER VAULTS
WE KNOW HOW
440 No. Washington Ave.
(Member of Allied Van Lines, Inc.)

LANSING, MICH.

MICHIGAN BUTTER & EGG CO.
703 E. Kalamazoo St.,
Cold Storage & Merchandise Warehouse
Pool Car Distribution
Private Siding Michigan Central R. R. and
Pere Marquette R. R.

SAGINAW, MICH.

BRANCH HOUSE SERVICE
... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

CENTRAL-WAREHOUSE CO.
1840 No. Michigan Avenue SAGINAW, MICHIGAN

Represented by ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PHEN. 6-0067 1325 NEWBERRY AVE. MON. 553

Sub-Zero Refrigerated Truck

(Continued from page 13)

units in the basement workshop of his Lake Forest home, to supply a steadily growing demand from his neighbors for these units. In May, 1940, his company began marketing these units in quantity, and they now occupy a one-story plant of 100,000 sq. ft. with about 100 employees; and 350 to 400 other employees in other specialized plants are working on Deepfreeze unit parts. During the remainder of 1940 the company sold 5,300 home freezing units, and during 1941 they expect to sell 7,500 units.

As a part of their customer service when they began to distribute Deepfreeze units, the company agreed to assist all owners in getting frozen foods at wholesale prices. As a result, the company soon found on its hands a rapidly expanding wholesale frozen-food business. For example, within a near radius of its North Chicago plant it is now making frozen food deliveries to about 300 families along the North Shore between Chicag and Waukegan, Ill. These families depend on this service for practically all of their meats, vegetables, ice cream, and other supplies. The company is also servicing like groups in many other cities where they have branch sales offices. This includes about 200 users in Detroit, 150 in Minneapolis and St. Paul, 150 in Des Moines; and like groups in Cincinnati, Milwau-

MINNEAPOLIS, MINN.

A.W.A.—N.F.W.A.—Minn. N.W.A.

Kedney STORAGE
MDSE. & HOUSEHOLD GOODS
WAREHOUSE CO.
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Represented by ALLIED DISTRIBUTION INC. CHICAGO
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Member of **MINNEAPOLIS TERMINAL WAREHOUSE CO.**
STORAGE — TRUCKING — POOL CAR DISTRIBUTION
Complete Facilities At The Three Important Centers
Minneapolis Midway St. Paul

MINNEAPOLIS, MINN.

BEN KOCH, PRES. DON ROTHER, T. M.

Packing and forwarding Local and Long Distance Moving House-hold Goods Storage a Specialty.

Minneapolis
Van & Warehouse Co.
106 FIRST AVENUE NORTH, MINNEAPOLIS

MINNEAPOLIS, MINN.

CENTRAL and COMPLETE FACILITIES
Merchandise warehouse completely sprinklered—U. S. Custom and State Bonded. Pool cars distributed.
Close to metropolitan Minneapolis and St. Paul, Northwestern Terminal places at your disposal 15 trucks, 10 tractors and 35 semi-trailers—complete motor equipment.

NORTHWESTERN TERMINAL CO.
600 Silson Blvd. Minneapolis
Member: MINNEAPOLIS N. W. A.

ROCHESTER, MINN.

903 6th St., N. W. Phone 5236

MEMBER **CAREY TRANSFER & STORAGE**
Bonded Warehousemen
Complete Warehouse Facilities for Storage & Distribution
MERCHANDISE
Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODS
Modern Buildings. Private Siding CGWRB Co.
MOTOR TRUCK SERVICE
Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

ST. PAUL, MINN.

A COMPLETE WAREHOUSING SERVICE
Merchandise Storage — Cold Storage
Pool Car Distribution
Industrial Facilities

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

CENTRAL WAREHOUSE COMPANY
739 Pillsbury Avenue St. Paul, Minnesota
Phone: Nestor 2831

Represented by DISTRIBUTION SERVICE, INC.
210 E. N. Water St. CHICAGO Phone: Superior 7180
2 Broadway NEW YORK CITY Phone: 80Wing Green 9-0986
625 Third St. SAN FRANCISCO Phone: Sutter 3461

ST. PAUL, MINN.

A.W.A.—N.F.W.A.—Minn. N.W.A.

Kedney STORAGE
MDSE. & HOUSEHOLD GOODS
WAREHOUSE CO.
8th and John Sts.

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RICKS STORAGE CO.
BONDED WAREHOUSEMEN
 Complete Warehouse Facilities for Storage and Distribution
MERCHANDISE
 Experienced Organization and Equipment for
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HOUSEHOLD GOODS
 Modern Buildings, Sprinklered, Private Sliding ICRR Co.,
 Low Insurance Rate
MOTOR TRUCK SERVICE

JOPLIN, MO.

SUNFLOWER LINES, INC.
 Successors to Tonnies Transfer & Storage Co.
 1027-41 Virginia Ave. Joplin, Mo.
 Distribution and storage of merchandise
 Fireproof warehouses—Motor van service
 On railroad siding—Lowest Insurance rates
PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City
it's the A-B-C FIREPROOF WAREHOUSE CO.
 Distribution Cars are so handled as to
 carefully safeguard your own interests
 and those of your customers.
 Three Fireproof Constructed Warehouses
 Member of N.F.W.A. Agents, Allied Van Lines, Inc.

KANSAS CITY, MO.

ADAMS
TRANSFER & STORAGE CO.
 Merchandise Storage - Low
 Insurance Rates - Pool Car
 Distribution - Freight For-
 warders and Distributors
 via rail or daily motor ser-
 vice to entire Southwest.
 MEMBER OF
 American Warehousemen's
 Association • American
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 Traffic Club • Chamber
 of Commerce
 "Surrounded
 by the
 Wholesale
 District"
 UNION
 TRUCK
 TERMINALS
 228-236
 West Fourth St.

KANSAS CITY, MO.

CENTRAL STORAGE CO.
 Efficient, Complete Merchandise Warehousing Service
 Office—1422 ST. LOUIS AVE.
 (West 10th Street)
 In Center of Wholesale and Freight House District

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CROOKS TERMINAL WAREHOUSES
 Financing
 "Kansas City's Finest Warehouses"
 A.D.T. BURGLAR ALARM
 LOWEST INSURANCE RATES
 COOL ROOM FACILITIES
 BEST RAILROAD FACILITIES
 IN THE HEART OF THE FREIGHT
 HOUSE AND WHOLESALE DISTRICT
 Operating
 Brokers' Warehouse, Security Ware-
 house, Terminal Warehouse

KANSAS CITY, MO.

STORAGE AND DISTRIBUTION
Merchandise Warehouses, Inc.
 300,000 sq. ft.
 Trackage on
 three railroads
 Truck docks—
 Low Insurance
 ST. LOUIS AVE.
 & MULBERRY ST.

KANSAS CITY, MO.

Established 1903
POOL CAR TERMINAL—Spacious, enclosed, sheltered loading
 Dock, facing wide Street in Wholesale and Shipping District on
 B&O-Alton Railroad siding.
MERCHANDISE STORAGE — GENERAL CARTAGE
 Sprinklered—A.D.T. — Fleet modern Equipment
THE ONLY WAY TRANSFER & WAREHOUSE CO.
 1400-10 St. Louis Avenue

KANSAS CITY, MO.

Established 1926
THE H. H. SMITH STORAGE CO.
 1015-19 Mulberry St.
Merchandise Storage—Drayage—
Pool Car Distribution
 Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.

WALNUT WAREHOUSE, Inc.
 2020-24 Walnut St.
 "Right in the Midst of Business"
 Most modern warehouse in Kansas
 City with excellent facilities for
 efficient service.
 Catering to national accounts.
 MEMBER: A.W.A., C.W., Mo.W.A.,
 K.C.W.A.
 Represented by
CONSOLIDATED WAREHOUSES

kee, Seattle, Los Angeles, and several hundred other
 distributing centers.

The needs of the company for improved methods in
 distributing frozen foods to its own customers stimu-
 lated it to develop the new sub-zero refrigerated trucks.
 Previously, its deliveries had been made through util-
 izing dry-ice for a refrigerant. But it was found very
 difficult or impossible to keep such foods properly re-
 frigerated. In fact, these difficulties compelled it to give
 up the distribution of certain items of frozen goods,
 which included loose-packed strawberries, raspberries
 and Bing cherries.

The company had had some previous experience in
 delivering frozen foods at times in its electrically-
 powered Deepfreeze units for homes. These units were
 precharged before the start of the trip; and it was found
 that the unit would then "hold over" for 10 or 12 hrs.
 or more, until the unit could be recharged at a stop-
 over point by plugging in on an electric current. This
 experience encouraged the design of the new truck
 body, with the improvement of making the units com-
 pletely independent by the use of gasoline engine re-
 frigerating power.

As stated, the smaller of the 2 new sub-zero refrig-
 erated truck bodies is fitted with 8 Deepfreeze units.
 They are assembled in 2 sets of 4 each, one set on each
 side of the truck body. The 2 systems are separated by
 a narrow "cat-walk," for servicing convenience. Each
 system is cooled by a one horsepower gasoline compres-
 sor unit. One engine would have furnished sufficient
 power for all 8 of the units, but it was thought best
 to have 2 engines as an added factor of safety. There
 is also a structural advantage, with 2 smaller engines,
 in getting better front area for the 2 compressors
 which are respectively located in compartments at the
 front lower corners of the truck body. These locations
 also make the engines convenient for servicing removal.
 Both engines have conventional cooler fans, and also
 large frontal areas which are cooled by the forward
 movement of the truck.

The compressor units require 5 to 10 quarts of gaso-
 line for each 24 hrs., depending on the outside tempera-
 tures. One to 2 hrs. a day of engine operation usually
 is sufficient to maintain near-zero temperatures in the
 food compartments. The engines are of the airplane
 type, fitted with spools for cord spinning and quick
 starting.

The cat-walk platform is a convenient covering for
 the refrigerating chamber where is located the re-
 ceiver, the control mechanism, the valves and tube con-
 nections and other fittings. This chamber thus is easily
 accessible for repairs or testing for leaks. The pas-
 sageway opening above the cat-walk is also a conve-
 nience to the truck driver and food dispenser. He thus
 is able, with his rearview mirror, to watch the rear of
 his truck and the road behind. A hinged drop-step af-

(Concluded on page 66)

GOLDEN JUBILEE


1891 1941

COMPLETE

• A one-word description of our service, which includes not only every phase of modern warehousing and distribution, but even an information bureau, maintained to furnish data on territorial as well as local market conditions and distribution problems.

Consign cars to yourselves in our care via any railroad entering the city. Terminal Railroad Association delivery: Reciprocal Switching.

S. N. LONG WAREHOUSE
ST. LOUIS, MO.



**COMPACT
COMPLETE
COMPETENT**

GOLDEN JUBILEE

1891 1941

In the Heart of St. Louis Industrial and Wholesale Districts

Compare the FACTS of our service point by point with those of any other warehouse before you buy warehousing service in St. Louis.

Warehouse facilities, switching, location, protection, special space, cleanliness, switchboard, order dept., stock control, and a dozen other features are the reasons for our reputation and growth - - -

"Service That Excels"
Send for complete folder



ST. LOUIS TERMINAL WAREHOUSE CO.



GENERAL OFFICES
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PLAZA 3-1235

CHICAGO OFFICE
53 W. JACKSON
HARRISON 1496

ST. LOUIS, MO.

RUTGER STREET WAREHOUSE, INC.
MAIN & RUTGER STS.
A.D.T. Burglar & Sprinkler Alarms.
200,000 Sq. Feet of Service
BONDED Low Insurance

Merchandise Storage and Distribution.
Track Connections with All Rail and River Lines.

Offices:
New York Murray Hill 9-7645
Chicago Randolph 4458



St. Louis Terminal Warehouse Adds Facilities

The St. Louis Terminal Warehouse Co., St. Louis, has increased its industrial warehouse facilities by the addition of 275,000 sq. ft. Approximately 450,000 sq. ft. of industrial storage space is now available, divided into 6 units of 50,000 to 100,000 sq. ft. The policy of the company is to operate individual units with a central control, thus increasing efficiency by eliminating congestion and delays.

All of the warehouses are located in the wholesale and industrial centers and are serviced by the Terminal Railroad Assn. Each building is protected by an A.D.T. burglar alarm and supervised sprinkler system, resulting in low insurance rates on contents. Shipments may be made via any railroad with all freight rates applying.

Facilities include, in addition to the dry storage space, cool, heated, and S. Customs storage space. A traffic and legal department is also maintained to aid shippers.

Since the first of November, a fleet of motor trucks has been placed in operation for service to customers throughout St. Louis and outlying sections. This service includes distribution of pool cars and drayage to truck and rail depots.

Field warehousing rounds out the company's operations.

GOLDEN JUBILEE

1891 1941

Tyler Warehouse & Cold Storage Co.

Merchandise and Cold Storage

Unexcelled service at lower rates

Pool Car Distribution and Forwarding

200 Dickson St. St. Louis, Mo.

Member of A.W.A.—Mo.W.A.—St.L.M.W.A.

THE ADVERTISERS IN THIS PUBLICATION reach

16,336 SHIPPERS
of raw materials and finished products.

6,457 CARRIERS
Rail — Water — Motor Freight

4,788 PUBLIC WAREHOUSES
Merchandise — Cold Storage — Household Goods

with their every-month messages to these

28,000 BUYERS of
Services — Supplies and Equipment

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

HASTINGS, NEBR.

MEMBER 1876 1941

BORLEY'S

Storage & Transfer Co., Inc.

Pool Car Distribution

FIREPROOF BONDED

STORED OR SHIPPED

LINCOLN, NEBR.

1889 52 Years of Continuous Service 1941

Merchandise and Household Storage—Pool Car Distribution

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

Transfer & Storage Co.
Lincoln, Nebr.
501 N. 8th Street

Grand Island Storage Co.
Grand Island, Nebr.
311 W. 4th Street

OMAHA, NEB.

FORD**STORAGE & MOVING COMPANY**

1024 Dodge Street

Omaha, Nebraska

Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low Insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cooler Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.

Member of N.F.W.A. and A.W.A.

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PH. 8-0946 1513 NEWBERRY AVE. MON. 323

GOLDEN JUBILEE

1891 1941

GORDON

Storage

Warehouse, Inc.

Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St., OMAHA, NEBR.

Member: A.W.A.—N.F.W.A.
Agents for Allied Van Lines, Inc.

OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

OMAHA, NEB.

802-812 Leavenworth Street

MOREWOOD WAREHOUSE

Exclusive Merchandise

Complete Distribution—Storage Facilities

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for Complete Service in New Hampshire

NASHUA, N. H.

McLANE & TAYLOR

CONCORD, N. H.

Bonded Storage Warehouses

Offices 624 Willow St.

General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities, Pool Car Distribution

Direct R. R. Siding, Boston & Maine R. R.

Sub-Zero Refrigerator Truck

(Concluded from page 64)

fords easy access to the cat-walk, and when lifted, closes the cat-walk entrance.

This passageway, with entrance from the rear, is also a convenience for customers to walk up to inspect food products being delivered for their selection. It is argued by the designers of the truck that the absence of a roof over the refrigerating units has the advantage of greatly reducing the weight of the truck body; and also makes the outfit easier to handle in crowded market places and in the court yards of homes. It also prevents the accumulation of volumes of warm air common in closed-top bodies.

It is also argued that the presence of the 8 different cylinder containers affords an easy means of separating the different food items which will be included in the average payload. Above each group of 4 cylinders there is an easily lifted metal "heat interceptor" which also affords a cover-over protection against dust or snow and somewhat from sun rays. When lowered, this interceptor locks in place the rubber tops on the 4 containers. When closed, there is left an underneath air space which permits the heat from the containers to rise when the truck is in motion.

As stated also, the larger size truck body carries 9 of the larger Deepfreeze units. The food cylinders of these are 24 in. in diameter by 30 in. deep. This gives a total of 84 cu. ft. of payload for this truck, versus 36 cu. ft. for the smaller size body.

The refrigerating systems of these new truck bodies may be serviced—or such servicing at least supervised—at any one of several hundred leading distribution centers in the United States where the Deepfreeze "home locker" units are being sold. This includes nearly all leading cities from coast to coast. Also, detailed servicing books are being prepared for the guidance of all Deepfreeze truck users.—Howard.

Letters to the Editor

(Concluded from page 22)

would be governed by the Public Service or Public Utility Commission of the State in which the carrier operates if there is such a Commission. In the event there is no regulatory body, then the carrier may assess any rate he cares to. A motor carrier who has a certificate to operate under the I.C.C. is subject to all rules and regulations laid down by that body. All rates are published in a tariff on file for public inspection and all users of this service must be assessed the published rate. This is not true, however, for freight hauled for the United States Government.

Gold Star, Barrington, Ill.**In New Warehouse**

The Gold Star Motor Service, Inc., Barrington, Ill., Mayflower agent, has moved into a new garage and warehouse at 322 No. Hough St., located on 5½ acres of land recently purchased. The plot is bordered on 2 sides by streets, and on one side by the Chicago and Northwestern Railway and on another by the Elgin, Joliet, and Eastern Railway. The 50 by 65-ft. fireproof warehouse is 2 stories high and has a basement. The 2nd floor is used for furniture storage, exclusive of pianos, rugs, and overstuffed furniture which are stored in separate rooms on the first floor. The loading dock opens into a garage 50 by 80 ft., with doors at either end.

The basement houses the drivers' room and facilities for packing, wrapping and crating.

The Gold Star Service also operates a freight service northwest of Chicago to points approximately 65 miles distant. This service was established some 25 yrs. ago.

NASHUA, N. H.

Manchester, N. H. — Concord, N. H.

JOHN W. McLAUGHLIN**Bonded Fireproof Storage**

OFFICE — 9 OTTERSON ST. — WAREHOUSE

Household Goods & Fur Storage
Moving—Packing—Shipping—Rigging

EAST ORANGE, N. J.

Est. 1888

John O'Connor, Pres.

ORANGE STORAGE WAREHOUSE, INC.

Serving all of Northern New Jersey

Local moving—Allied Van Lines for Long Distance
Modern Storage Facilities—Daily deliveries to New York
30 So. Harrison St.
EAST ORANGE, N. J.

HOBOKEN, N. J.

INCORPORATED IN 1881

CAMPBELL STORES

GENERAL MERCHANDISE

Stipulated & Non-Stipulated Warehouses
Rail-Sidings — Bulkheads — Piers

Main Office — 14th STREET

HOBOKEN, N. J.

HOBOKEN DOCK CO.

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution
Piers—Railroad Sidings—Factory Space
Correspondence Invited**HARBORSIDE Rail-Water TERMINAL**27 million cubic feet of office, manufacturing and
warehousing space in the heart of America's
greatest industrial center—metropolitan New York.
Warehousing... Industrial Space... Cold Storage... Bonded
Stores... Storage in Transit... Distribution and Transshipment.**HARBORSIDE Warehouse Co., Inc.**26 Exchange Place, Jersey City, N.J. (BERgen 4-6000)
NEW YORK OFFICE: 66 Hudson St. (BARclay 7-6600)

NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.E.W.A.

PACKING!

MOVING!

STORAGE!

—dependable since 1860—

KNICKERBOCKER

STORAGE WAREHOUSE COMPANY

96 to 106 ARLINGTON STREET

74 to 76 SHIPMAN STREET

Wm. R. Mulligan, Pres.

James E. Mulligan, Sec'y and Mgr.

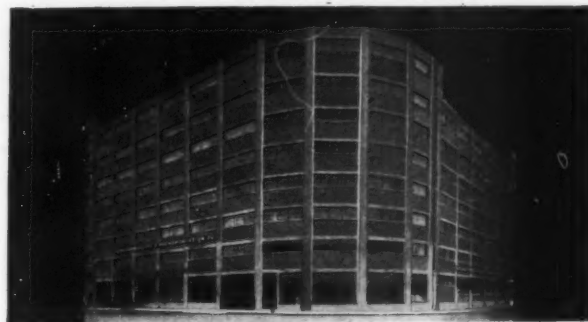
NEWARK, N. J.

Newark Central Warehouse Co.

General Offices: 110 Edison Place, Newark, N. J.

In the heart of New-
ark — serving New
Jersey and the en-
tire Metropolitan
Area. Sprinklered—
low insurance rates.
Central R.R. of N.
J. 30 car siding. 25
motor truck delivery
platform. Motor
Freight Terminal.
Merchandise automo-
bile storage—branch
office facilities.POOL CAR DISTRIBUTION
Member of N.J.M.W.A.Represented by
ALLIED DISTRIBUTION INC.
11 WEST 42ND ST. PHIL. 6-0067 1925 NEWBERRY AVE. MON. 5531**GOLDEN JUBILEE**

1891 1941

"KEEP UP WITH THE MODERN DAY**... DISTRIBUTE THE LEHIGH WAY"****"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete dis-
tribution within this vast industrial area of 25,000,000 people. Twenty years
serving the largest nationally known manufacturers proves a sound, progressive
organization of distribution specialists."**

FACILITIES

**NEWARK—MAIN OFFICE—28-108 FRELINGHUYSEN AVE.—250,000 sq. ft. Fireproof
reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman;
Ins. rate, 6.4¢. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10
cars. Sheltered motor plat.; Cap., 20 trucks.****ELIZABETH—BRANCH—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced
concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchman; Ins. rate,
6¢ up to 16.7¢. Siding on Penn. R.R. Cap. 30 cars. Sheltered motor plat.; Cap., 30 trucks****SERVICE FEATURES—Bonded; Licensed, U.S. Whs. Act.; U.S.
Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car dis-
tributors. Motor terminal and transport service; Company operated
fleet of motor trucks covering the Metropolitan area with a regular
delivery service; Licensed and bonded trucks maintained to transport
liquor and imported merchandise. Special trucks and crews for de-
livery and installation of electric refrigerators, washing machines, etc.**

Established 1910

LEHIGH WAREHOUSE

AND TRANSPORTATION CO., INC.

PATERSON, N. J.

Industrial Warehouse & Storage Co.

Specializing in Textile Warehousing

8 Morris Street, Paterson, N. J.

220 Straight Street, Paterson, N. J.

Sprinklered throughout—watchman service—fire-proof buildings

Rail and truck facilities—North, South, East, and West

Telephones: Sh 2-1916-7-8 Ch 4-5616-7 N. Y. Office: 450 7th Ave.

PATERSON, N. J.

Established 1896

ROBERT H. McDONALD CO.

General Offices: 156-21ST AVE.

General Merchandise Storage and Distribution for Northern
New JerseySpecializing in the distribution of canned merchandise to wholesale
grocers

Pool Car Distribution—R. R. Siding D., L. & W. R. R.

ALBUQUERQUE, N. M.

**SPRINGER TRANSFER COMPANY
ALBUQUERQUE**Operating the Only Fireproof Storage Warehouse
in New MexicoComplete and efficient service in distribution, delivery
or storage of general merchandise or furniture.

Member of N.F.W.A.—A.W.A.

**ATTENTION
SHIPPERS**Often goods are damaged in
transit. The warehouse carefully
checks each incoming lot and
includes carrier's inspection re-
port with receipt for claim pur-
poses. The goods always reach
the customer in good condition.

ALBANY, N. Y.

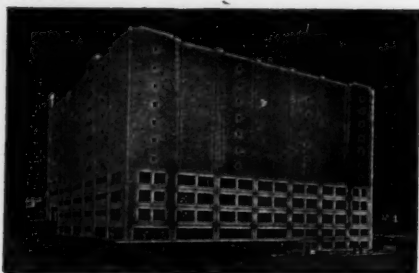
Albany Terminal & Security Warehouse Co., Inc.

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member American Warehousemen's Association

ALBANY, N. Y.

**CENTRAL WAREHOUSE CORPORATION**Colonie and Montgomery Sts., Albany, N. Y.
Telephone 3-4101

ALBANY, N. Y.

McARDLE & CASAZZA

Park Ave. & Grand Albany, N. Y.

STORAGE WAREHOUSESMoving—Trucking—Crating—Shipping—Packing—Pool Cars
Distributed

Daily freight service throughout Capitol District.

ALBANY, N. Y.

JOHN VOGEL Inc.FIREPROOF WAREHOUSES
OFFICES, 11 PRUYN ST.HOUSEHOLD GOODS - STORAGE AND SHIPPING.
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
Collections promptly remitted

BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

GREENPOINT TERMINAL CORPORATIONFREE AND BONDED WAREHOUSES
STEAMSHIP PIERS

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfrage. Rates quoted on request.

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BROOKLYN, N. Y.

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BROOKLYN WAREHOUSE — 184-198 Kent Avenue, Brooklyn, N. Y.
 250,000 square feet reinforced concrete and steel construction. Floor load 250 lbs.
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 40 cars. Motor truck platform capacity 20 trucks.
SERVICE FEATURES—U. S. Customs Bonded. Pool car distributors. Motor
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 merchandise. Dry storage and temperature controlled rooms. Dock facilities for
 lighters and barges. See Newark, New Jersey for additional facilities.

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100 CAR SIDINGS

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OFFICES—MANUFACTURING**BUFFALO MERCHANDISE WAREHOUSES, INC.**

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SENECA AND HAMBURG STREETS, BUFFALO, N. Y.

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Mayflower
W.A.

To Improve Handling of Canned Foods

Warehouse foremen and truck dispatchers will be charged with the responsibility of seeing that every effort is put forth by all drivers to comply with recommended methods of handling merchandise under a campaign of educational work to be fostered by the American Trucking Associations, Inc., in cooperation with the National-American Wholesale Grocers' Assn. The truck association will distribute throughout the trucking trade generally a poster drawn up by C. Pascarella, traffic manager for Francis H. Leggett & Co., New York, and chairman of the jobbers' subcommittee on dented cans and labels.

The poster points out that the condition of merchandise when delivered is an important part of delivery service, and results not only in satisfying the customer but in eliminating losses arising from damaged freight.

The poster sets forth in detail, the following recommendations for proper handling of food packaged freight:

- "1. Careful handling and proper sortage in truck will result in delivering merchandise ready for sale.
- "2. Do not pitch and catch cases the entire length of trucks when starting to load or finishing unloading.
- "3. Severe jarring, shifting and damage while load is in transit can be prevented by avoiding sudden stops; compact truckloading.
- "4. Do not drop or kick in place a package but carefully set it down on tailboard, on flat trucks, or sidewalks. Drops mean claims.
- "5. Overage and shortages can be minimized by stacking package freight from left to right of truck and working up. Unloading and checking to and from terminal will be simplified.
- "6. Do not stack heavy articles over those packed in glass or marked 'fragile.'
- "7. Damage results when containers are stacked on the sides or ends. Keep bottom or top up, both the side and end up.
- "8. Toppling of tiers of miscellaneous part truckloads can be prevented by gradually reducing the height of tiers as you approach the tailboard; also distribute weight evenly throughout the truck.
- "9. On tailboard loads necessitating use of rope, reduce pressure of rope on package by using some protective material at place where rope comes into contact with packages.
- "10. On tailboard loads watch out when backing into the unloading platforms which are higher than the floor of the body of the truck. Unless you do so, serious damage is unavoidable."

Wider Spread on Defense Orders

Quartermaster Corps awards for national defense orders for materials and supplies for the Army will now be made on a regional basis and prices will no longer be the dominating factor in these awards. Maximum quantities awarded to any bidder will be limited and awards will be made to as many regions, and to as many suppliers in each region, as is possible and practicable.

The Nation has been divided into 9 districts, the location of which and the headquarters for each of which are as follows: District 1—Boston-Maine, Massachusetts, New Hampshire, Rhode Island, Vermont; District 2—New York City-Connecticut, New York, New Jersey; District 3—Philadelphia-Delaware, Maryland, Pennsylvania, Virginia; District 4—Atlanta-Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee; District 5—Jeffersonville, Ind.-Indiana, Kentucky, Ohio, West Virginia; District 6—Chicago-Michigan, Wisconsin, Illinois; District 7—St. Louis-Arkansas, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota; District 8—San Antonio, Texas-Arizona, Colorado, New Mexico, Oklahoma, Texas; District 9—San Francisco-California, Idaho, Montana, Nevada, Oregon, Utah, Washington, Wyoming.

Within reasonable limits, depending upon circumstances surrounding individual procurement orders, bid prices will not always govern the award of contracts. Direct negotiations will be made with bidders in a particular region where it is desired to make awards when the bid prices are considered too high. Every

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Low insurance rate. Branch office facilities.

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Plains, Scarsdale, Hartsdale. Send B/L to us at
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The storing, packing, moving and shipping of Household
Goods and Art objects is attended to on a basis of quality.
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Bonded Truckmen and Forwarders Phone Walker 5-9255

reasonable effort will be made to induce such bidders to accept a stated quantity at what is considered a fair price to them.

To eliminate another possible source of trouble in getting widespread distribution of awards, because of the presence of large, efficient and low-cost producers of any particular item in a region, procurement officers of the Quartermaster Corps have received authority to rotate orders among responsible bidders.

Under this plan, bids, whether low or not, of previously successful bidders for any item or class of items involved, will be disregarded to the extent necessary to accomplish the principle of rotation and distribution of awards.

A bid offering earlier delivery will get favorable attention if earlier deliveries are desired, but it will not be accepted to prejudice the general distribution program unless such delivery is essential.

Wherever possible, contracts will be let f.o.b., point of origin, with final inspection at that place. This will be done to facilitate payment for the order, particularly to small contractors who may have difficulty in obtaining adequate financial backing for their defense efforts.

As further aids to small contractors and other concerns not familiar with Army specifications and procurement procedure, 2 new developments are being used by the Quartermaster Corps, as follows:

1—Sample orders are given prospective producers of a particular item to permit them to learn, without assuming undue financial commitments, if their equipment and personnel can be adapted to the new job.

2—Sample rooms to be established at Quartermaster Depots throughout the country to permit prospective bidders inspection of detailed specifications, drawings, patterns and similar information on items in which they are interested.

Oct. Cold Storage Holdings

The U. S. Dept. of Agriculture reports that cold storage stocks of all commodity groups except apples, cheese, and frozen poultry showed decreases during October, 1941. However, stocks of all items except apples and lard were significantly higher than those on hand Nov. 1 a year ago.

Cold storage holdings of apples totaling 30,772,000 bushels were approximately 1 million bushels below those of Nov. 1, 1940, but about a million above the Nov. 1, 5-yr. 1936-1940 average.

Frozen fruit and berry holdings totaling about 200 million pounds were 35½ millions above those of a year earlier and about 67 millions above average. Frozen vegetable stocks were about 11½ millions above those of the same date a year earlier.

Stocks of creamery butter on hand Nov. 1, 1941, totaling 186,263,000 lbs., were 81 million pounds or nearly 40 per cent above those of Nov. 1, 1940, and almost 60 million or about 47 per cent above the 5-yr. average.

Total holdings of all varieties of cheese were 188,916,000 lbs., indicating a slight increase above Oct. 1, 1941. The Nov. 1 holdings were approximately 44½ million pounds above those of Nov. 1 a year ago and 64 millions above average.

Stocks of both shell and frozen eggs were reduced during October, 1941, by the equivalent of 24 million cases. Nov. 1 stocks of 3,857,000 cases of shell and 153,622,000 lbs. of frozen or a total case equivalent of 8,246,000 were 907,000 cases above the November, 1941, total and 1,268,000 cases above average.

Stocks of lard (173,366,000) were almost 50 million pounds below those of the same date a year earlier, but 74½ million above average.

GOLDEN JUBILEE

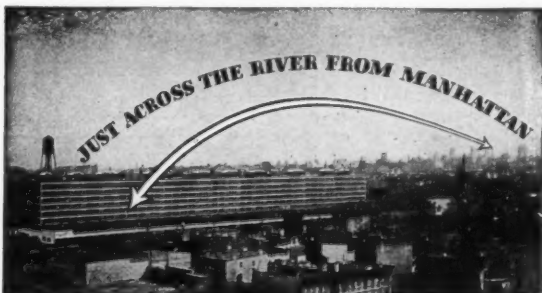
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is exclusive Manhattan agent for the famous

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of household goods, personal effects or office equipment in, from or to New York City, or anywhere in the United States or Canada, safely and expertly, is a special skill of LINCOLN and MAYFLOWER.

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Storage, Distribution and Freight Forwarding
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IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY

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Modern up to the minute coolers and sharp freezer
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MERCHANDISE STORAGE AND DISTRIBUTION
2 PRIVATE RAIL SIDINGS

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Complete Warehousing
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Daily Trucking Service to all

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houses on D.L.&W. and N.Y.C. Private siding. Sprin-
kled throughout. Pool car distribution. Motor service.

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Office & Warehouse: 107-121 Brookfield St.

Household Goods Moving, Storage, Packing, Shipping

Prompt service for any point in Westchester County

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Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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Sprinkled Buildings.

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Represented by
SERVICE TO SHIPPERS

Merchandise & Household Goods

Pool Cars—Trucking Service

Sprinkled Buildings—Private Siding

Member MAYWA

CONSOLIDATED
WAREHOUSES

Mayflower Terminals, Akron. Absorbs Cummins Storage

Mayflower Terminals, Inc., Akron, Ohio, of which W. R. Garrison is president, has purchased the Cummins Storage Co., at Canton, Ohio. The new owners have changed the name of the Canton company to Cummins Storage & Warehouse Co. and have installed their own operating staff. The Cummins building is of brick and concrete construction, has a low insurance rate, and is conveniently located near the center of the city. The warehouse is served by a private siding on the Wheeling-Lake Erie R.R. and enjoys reciprocal switching from all lines going into Canton. The present business will be continued and complete facilities will be offered for general merchandise storage. Both the Mayflower and Cummins companies are members of the Associated Warehouses, Inc.

Dakota Transfer Opens Terminal at Williston

The Dakota Transfer & Storage Co., Minot, N. D., has opened a newly built terminal on West Broadway in Williston, N. D. Over \$21,000 was spent on the construction of the building and its ground space is 64 by 100 ft. Completely modern in every respect, the terminal provides complete refrigeration for perishable commodities, overhauling space for motor trucks, and modern drivers' quarters.

Starting as a one-man dray line in Minot in 1921, the company has expanded so that in 20 yrs. it has added 20 lines to the original one and is able to give direct service from the Twin Cities into all points in North Dakota situated on or north of highway No. 2 and into Montana as far West as Glasgow, Sidney and Scobey.

Nels Goeson, founder of the original Dakota Transfer company in Minot, is its president. The company now employs 134 and operates 58 trucks.

The service is not only on interstate freight from the Twin Cities but also to large Eastern points, such as Chicago, Milwaukee, Detroit, Pittsburgh, New York and St. Louis.

The Dakota is the only truck line in the State having intra-state rights from one border to the other. The company operates its own furniture rights (household goods) to and from all points in Minnesota, North and South Dakota and Montana and connections are available to all points in the 48 States.

The company's terminals at Grand Forks, Devils Lake, Minot, and Minneapolis, like the new one at Williston, are newly equipped with refrigeration. Motor truck equipment includes "reefers."

A. W. Russell is terminal manager at Williston. Located there with him is Kenneth Pepke, divisional superintendent.

N. J. Municipal Moving Permit Ordinance Invalidated

New Jersey's Supreme Court, in a decision handed down Nov. 13 in Trenton, invalidated a municipal ordinance requiring permits for moving of personal property and household goods. The ordinance in question was that of Rockaway Borough, one of 70 municipalities throughout the state with similar ordinances.

The court's opinion, written by Justice Joseph L. Bodine, stated:

"The argument that the governing body has the right to know the residents of the municipality and the increase or decrease of its population * * * seems fantastic.

RALEIGH, N. C.

CAROLINA STORAGE & DISTRIBUTING COMPANY MERCHANDISE STORAGE POOL CAR DISTRIBUTION

Private Siding
Members

A. W. A.

Motor Freight Line
A. CHN. WHESEN.

WILMINGTON, N. C.

FIREPROOF WAREHOUSE

FARRAR TRANSFER & STORAGE WAREHOUSE

1121 South Front Street

Household Goods — Merchandise
Long Distance Moving — Pool Car Distribution
Private Siding, A. C. L. Railroad Co.
Members, N. F. W. A. — A. T. A.



FARGO, N. D.

Union Storage & Transfer Company FARGO, N. DAK.

General Storage—Cold Storage—Household Goods
Established 1906



Three warehouse units, total area 161,500 sq. ft.; of this 29,330 sq. ft. devoted to cold storage. Two buildings sprinkler equipped. Low insurance costs. Spot stocks, Pool car Distribution. Complete warehouse services. Fargo serves North Dakota and Northwestern Minnesota.
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AWA-NFWA-MNWWA

COMPLETE
BRANCH OFFICE
FACILITIES

Kedney

WAREHOUSE CO.

General Storage—Moving Household Goods
Pool Car Distribution—Motor Freight
Terminal

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FOR EXPERIENCED WAREHOUSING
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OHIO WAREHOUSEMEN'S ASSOCIATION
COLUMBUS OHIO



AKRON, OHIO

MEMBER



COTTER CITY VIEW STORAGE COMPANY

70 Cherry St., Akron, Ohio

Merchandise Storage.
A.D.T. Alarm.
Pool Car Distribution.
Household Goods Storage.
Low Insurance.

Member of May.W.A.—O.W.A.



CANTON, OHIO

MEMBER



CANTON STORAGE, Inc. FOURTH AND CHERRY, N.E.

Merchandise, Household
Goods, Cold Storage

Pool cars distributed. Private sidings.
Free switching on all roads. Separate fire-
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90 YEARS OF WAREHOUSING

Cincinnati Merchandise Warehouses, Inc. 7 W. Front St. Cincinnati, Ohio

Merchandise Storage—Pool Car Distribution
P.R.R. & Sou. R.R. Sidings—Low Insurance Rates
Air Conditioned Space—U. S. Customs Bonded



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9,000,000 Cubic Feet

Strictly Fireproof

Select the Warehouse Used by the Leaders!**GENERAL STORAGE—COLD STORAGE—POOL CAR
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11 Car Switch in Building

Internal Revenue and General Bonded Storage

Insurance Rate 14 1/2 c per \$100 per annum

CINCINNATI TERMINAL WAREHOUSES, INC.

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CINCINNATI, OHIO

Consolidated Trucking, Inc.
**Local and Long Distance Trucking
—Storage**

1035-55 Flint St.

(Flint, Cortland and Hoefler Sts.)

Merchandise Storage

Pool Cars

Penna. R. R. Siding

Inter-City Truck Depot



CLEVELAND, OHIO

F. L. CONATY, Pres.

CURTIS STORAGE & TRANSFER, INC.**"STORE WITH CONFIDENCE"**Specializing in Merchandise Storage
Pool Car Distribution—Bulk Tank Storage
Operating Own Delivery Equipment
Private Siding N.Y.C.R.R.

FRENCH & WINTER STS.

CLEVELAND, OHIO

CLEVELAND, OHIO

"An old organization with young ideas"**THE GREELEY-GENERAL WAREHOUSE COMPANY**

located in the New York Central Freight Terminal

BROADWAY AND EAST 15TH STREET

CLEVELAND, OHIO

**Now there are
WATER, RAIL AND
TRUCK FACILITIES****4 LEDERER
TERMINALS**Cleveland's Only Lakefront Public Warehouse with Direct
Connecting R.R. Facilities Offices: FOOT OF E. 9th ST.
Member of O.W.A. A.D.T. Protection

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARSSHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading plat-
form.Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Belt
Line, connecting with all R.R.s. entering
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.
adjoining Euclid Ave. warehouse; other
R.R.s. to Cleveland, Ohio.**LINCOLN STORAGE**

W. B. Thomas, Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

"If the citizen cannot have his property moved without permit, presently he will be unable to leave the town without a permit or possibly enter another without permission. Regulations cannot run rampant under the guise of being for the general welfare."

Justice Bodine further said the fact that the borough is in a defense area because of its nearness to Pica-tinny Arsenal "seems to us to be no reason at all for a restrictive ordinance of this kind."

The appeal was taken by Edward E. Leach, Inc., Montclair moving concern, which had been convicted of violating the ordinance. The defendant contended the ordinance was intended to collect personal property taxes illegally. The borough's reply was that the ordinance was a valid exercise of police power.—Jones.

**Ingle Takes Over Consolidated
At Asheville, N. C.**

Ray F. Ingle, who for the past 25 yrs. has operated his own transfer business and since 1926 has managed as well the storage department of the Consolidated Realty Corp., owner of the 5-story building of the Consolidated Warehouse Co. at 44 Valley St., Asheville, N. C., has purchased the latter and is now operating the warehouse under the name of the Ingle Transfer & Storage Co. The latter is a Mayflower agent.

The Consolidated warehouse was constructed in 1926 at a cost of about \$300,000 and is considered one of the finest in the South, being fireproof and equipped with 4 Mosler safes for fur and rug storage and an ice-making machine used for the storage of butter, eggs, draft beer, apples, etc. The plant also contains 75 private rooms for storing furniture, records, etc., in addition to the general storage space.

The property fronts 168 ft. on Valley St. and 370 ft. on Brick St. The main warehouse has a full-sized basement and is 60 by 100 ft. It has a 2-story annex, 60 by 45 ft. and a large motor express terminal at its rear.

**O.P.M. Regulations Eased on
Use of Paper Board**

Regulations governing the shipping of freight in corrugated and solid fiber shipping containers have been modified to permit the use of thinner and lighter materials in container manufacture, the containers branch of the O.P.M. announces.

The agency said effect of the changed regulations will be to provide for defense use between 250,000 and 300,000 tons of paper board annually without using any additional raw materials or supplies. This saving will enable fibre box makers to take care of all present shipping container demands.

New specifications, proposed by the simplification committee of the Assn. of American Railroads, provide that corrugated boxes which will carry up to 20 lbs. need have a thickness of only 27 thousandths of an inch with a slightly heavier thickness for boxes in the 20 to 40-lb. bracket. In the past, such boxes made to carry 40 lbs. or less had to be made of a combination of materials having a total thickness of 41 thousandths of an inch.

Similarly, boxes to carry up to 90 lbs. may now be made of one facing 30 thousandths of an inch in thickness and one of 16 thousandths in place of 2 facings, each 30 thousandths of an inch thick formerly required.

Size limitations have also been broadened. The O.P.M. believes that distribution costs of goods shipped in the new containers will be materially reduced. It is pointed out that it would have cost at least \$25,000,000 to construct new mill capacity adequate to provide the amount of paper board which will be saved annually through these new regulations.

CLEVELAND, OHIO

TEL. CHERRY 4170

Member of A.W.A.

NATIONAL TERMINALS CORPORATION

1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on Cleveland's Water Front

Most Economical Warehouse and Distribution Services
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH
Cleveland's Largest Cold and General Merchandise Warehouse

CLEVELAND, OHIO

CLEAN, AIR-FILTERED STORAGE

Our warehouses have the latest methods and facilities for the protection of household goods.

The NEAL STORAGE COMPANY
CLEVELAND OHIOExclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

COLUMBUS, OHIO

The NEILSTON STORAGE CO.

260 EAST NAGHTEN ST.

Modern fireproof warehouse for merchandise
—Low Insurance—Central location in jobbing district—Private railroad siding—Pool cars distributed.

Member of O.W.A.



SPRINGFIELD, OHIO

**WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.—O. W. A.



TOLEDO, OHIO

4 WAREHOUSES

WILLIS DAY STORAGE CO.Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool Cars
Priv. Siding NYC.

Member of May WA—OFWA—TOL—CA

133 St. Clair St.

Adams 7144

TOLEDO, OHIO

CAPACITY

800—CARS COLD
400—CARS DRYPRIVATE SIDINGS
N.Y.C. AND
B.&O. RR'S**GREAT LAKES TERMINAL WAREHOUSE CO.**

321-359 MORRIS ST.

TOLEDO, OHIO

COMPLETE WAREHOUSE FACILITIES

CLEVELAND, OHIO

The OTIS TERMINAL WAREHOUSE
HAS THE FACILITIES
TO MEET ALL OF YOUR NEEDSDowntown location; Modern and fireproof; Low insurance rates;
Enclosed docks and siding on Big 4 Railroad; Daily delivery service;
Office and display space; Telephone accommodations; U. S. CUSTOM BONDED.

General Offices 1340 West Ninth St.

CLEVELAND, OHIO

RAILWAY WAREHOUSES, Inc.

in CLEVELAND, OHIO

For Facilities, Service and Security

Write for Details

Address 3540 Croton Ave., S. E., Cleveland, Ohio
Represented by Allied Distribution, Inc.—New York & Chicago

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Established in 1882

Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company
55-85 Terminal Way Columbus, Ohio

Member of Ohio Warehousemen's Association

Represented by
ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PHIL. 6-0967 1523 NEWBERRY AVE. MON. 351

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COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF
CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio



COLUMBUS, OHIO

THE MERCHANDISE WAREHOUSE CO.

370 West Broad St.

Complete service for

MERCHANDISE STORAGE AND DISTRIBUTION

Private Siding NYC and Big Four

14 Car Capacity

Pool Car Distribution A.D.T. Service

Centrally Located Modern Facilities

Members: A.C.W.—O.W.A.



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Merchants and Manufacturers Warehouse Co.

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Center of Jobbing District



Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—70,000 Cubic Feet Cold Storage—Private siding Nickel Plate Road—Free Switching—Merchandise Storage—Pool Car Distribution—Negotiable receipts—Transit Storage Privileges—Low Insurance Rates—City delivery system.

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"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . .
Fireproof . . . Private siding Nickel Plate Road
Free switching . . . Negotiable receipts . . . Transit
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Motor truck service . . . Located in jobbing district . . .
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Established 1889

O. K. TRANSFER & STORAGE CO.



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JOE HODGES FIREPROOF WAREHOUSE

Merchandise Storage—Pool Car Distribution

Located in Center of Tulsa Wholesale District

Member: A.W.A., N.F.W.A. and American Chain of Warehouses

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Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
 Licensed under the U. S. Warehouse Act
 Merchandise, Storage and Distribution
 Private Siding Free Switching Sprinklered
 1132 N. W. GLISAN STREET



PORTLAND, ORE.

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HOLMAN TRANSFER COMPANY
STORAGE DISTRIBUTION

SINCE 1864

1306 N.W. Hoyt St.

A.W.A.—O.S.W.A.

PORTLAND, ORE.

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MERCHANDISE, STORAGE & WAREHOUSING

Northwestern Transfer Co.
 General Forwarding Agents
 SPECIAL ATTENTION GIVEN TO POOL CARS
 Our private siding is served by all railroads
 1504 N.W. Johnson St., Portland, Oregon
 Estab. 1888

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OREGON TRANSFER COMPANY

Established 1868

1238 Northwest Glisan Street Portland, Oregon
U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution
 Lowest Insurance Rates—Sprinkler Equipped
 Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH

RUDIE WILHELM WHSE. CO., INC.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System
 Complete Facilities for Storage and Distribution
 of All Commodities

Free Switching from All Railroads Portland's Lowest Insurance Rates
 New York, 271 Madison Ave. Member A.W.A.

Four Billion Dollars

In Defense Contracts

Awarded to D and W Readers

From June 13, 1940, to January 15, 1941

HARRISBURG, PA.

HARRISBURG STORAGE CO.,
Harrisburg, Pa.

Pool Cars
Efficiently Handled Merchandise and Household Goods Storage

MEMBER
MAYFLOWER WAREHOUSEMEN'S ASSOCIATION

P. R. R. Siding Agent for Aero Mayflower Transit Co., American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehouses

HARRISBURG, PA.

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GENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTEDBRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR
PENNA. R. R. SIDING

OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.

Est. 1915



KARN'S STORAGE, INC.

MERCHANDISE WAREHOUSE L.V.R.R. SIDING
 Storage in Transit Pool Car Distribution
 Packing — Shipping — Hauling
 Fireproof Furniture Storage
 Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,
 Forwarding
 Manufacturers' Distributors, Carload Distribution, Local
 and Long Distance Moving
 Members May. W.A.—P.F.W.A.

PHILADELPHIA, PA.

Est. over 50 years.

Pool Car Distribution a Specialty

FENTON STORAGE CO.

Absolutely Fireproof 46th and Girard Ave.

Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise

Warehousing and Materials Handling
School for Army Officers

A new school to train Army officers in modern methods of warehousing and materials handling has opened in Philadelphia.

A course of 6 weeks' duration is in the program, according to the War Department. Fifteen Quartermaster Corps officers are enrolled in the first course. Students spend half of each school day at the Wharton School of Finance, University of Pennsylvania, and half a day at the warehouse of the Philadelphia Quartermaster Depot, or at other large commercial warehouses in Philadelphia.

Six civilian instructors serve as the nucleus of the instructional staff, assisted by experts in the various courses of study. In addition, the school utilizes the part-time services of Lieut. Col. Thomas Brady, Jr.,

executive office of the Philadelphia Depot, and Lieut. Col. Milton O. Boone, commanding officer of the New Cumberland, Pa., Quartermaster Depot. An officer of the Depot Division, Quartermaster School, also assists.

Total storage space now available for all Army Quartermaster Depots is approximately 15,000,000 sq. ft., and is expected to be approximately 40,000,000 sq. ft. by the end of the fiscal year. Storage and handling of supplies on so large a scale calls for trained personnel far in excess of the number of men now available, it was explained. A further reason for the establishment of the school is that warehousing problems involving large depots cannot be taught at the replacement training centers, due to lack of facilities.

It is the plan to assign an officer from each Quartermaster Depot for training at the school, then later another officer as his understudy. These officers can then train personnel at their depots.

The teaching staff selected follows: Materials Handling, R. J. Riddle, instructor in industry, University of Pennsylvania; warehousing, Dr. A. B. Cummins, formerly of the Universities of Iowa and Minnesota; management and supervision, Dr. Evan Alderfer, who has had wide teaching experience in industry; safety, Charles Black, for 20 yrs. supervisor of factory safety in Philadelphia; plant group inspection, Dr. William Newman, assistant professor of industry, University of Pennsylvania; seminar and plant surveys, Dr. R. P. Brecht, assistant professor of industry, University of Pennsylvania.—*Manning.*

Law Applies to Auction Warehouse, Court Holds

Tobacco auction warehouse is a "handler of a product moving in interstate commerce" and thereby comes within the provisions of the Federal Wage and Hour Law, according to an opinion handed down by Judge MacSwinford in the United States District Court for the Eastern District of Kentucky at Covington early in October. The defendant, the Kenton Loose Leaf Tobacco Warehouse Co., was enjoined from future violation.

The Federal Wage and Hour Law applies to those engaged in interstate commerce or in the production of goods for interstate commerce. The Court not only held the defendant to be engaged in interstate commerce, it also cited the statute's definition of "produced" to hold that the defendant's employees were engaged in production of goods for interstate commerce even though the defendant's operations were not manufacturing or processing in the usual sense.

Judge MacSwinford's opinion stated in part:

"The purposes of the Fair Labor Standards Act (Federal Wage and Hour Law) are set forth in Section 2 (a), wherein it is stated that the legislation is necessary because Congress finds 'labor conditions detrimental to the maintenance of the minimum standard of living necessary for health, efficiency and general well being of workers,' all of which burdens and affects interstate commerce.

"The Court cannot question this pronouncement of Congress. The record here amply justifies such a finding by Congress in the industry under consideration. It is shown and not contradicted that Kentucky has the lowest wage scale of any of the tobacco marketing States . . .

"No case has been called to my attention and I have found none deciding the exact question here presented. A warehouse is not a producer in the ordinary sense of the word. Neither is it engaged as a 'service establishment' and subject to the exemptions under Section 13 (a) (2) of the Act."

The warehouse asked the Court to find it was not subject to the provisions of the Act because the wage it paid did not affect interstate commerce and because, as a service establishment, it was exempt under Section 13 (a) (2).

The opinion denied defendant's contention that it was a service establishment by reference to Judge Shackelford Miller's opinion in the case of *Stucker v. Roselle*, 37 Fed. Supp. 864. This opinion upheld the description given in the Wage and Hour Division's

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses



General Offices—1811 Market St.

Agents for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

Established 1865

GALLAGHER'S WAREHOUSES

708 South Delaware Avenue

Merchandise Storage Storage in Transit

Direct Sidings-Penna. RR. and Reading RR.

Pool Car Distribution

Represented by Associated Warehouses, Inc.

New York Delivered Chicago

52 Vanderbilt Ave. City and Suburban 549 W. Randolph St.

Murrayhill 9-7645 Randolph 4458

PHILADELPHIA, PA.

2,100,000 Square Feet

MERCHANTS WAREHOUSE CO.

10 Chestnut St.

Phone: LOM. 8070

11 modern buildings in leading business sections. Served by all R.R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.

One of THE CHAIN OF TIDEWATER TERMINALS and Inland Warehouses

PHILADELPHIA, PA.

BUELL G. MILLER, President

MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member P.M.T.A., C.F.M.A. of Pa.

PHILADELPHIA, PA.

Greetings to

AMERICAN WAREHOUSEMEN'S ASSOCIATION

on its

GOLDEN JUBILEE

1891 1941

From this 69-year-

old Company . . .

Chartered April 13, 1872

Write for Full Particulars

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Phila.

WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses • American Warehousemen's Association (Merchandise Div.) • Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St., Tel. Whitehall 4-2287
J. W. Terreforte, 250 Park Ave., Tel. Plaza 3-1235

CHICAGO: W. J. Marshall, 53 W. Jackson Blvd., Tel. Harrison 1496



GOLDEN JUBILEE

1891 1941

Warehousing Services That Are Unsurpassed in the East

IN the Terminal Warehouse group there are 13 warehouses, with more than 68 acres of storage space.

Each warehouse is of modern construction, equipped with every convenience for the safe, prompt and economical handling of goods of every kind, and all earn low insurance rates. Special provision is made for the storage of household goods.

Buildings are located in the main business and river-front areas of Philadelphia, have direct rail connections with the Pennsylvania Railroad and Reading Company, and are near the big piers. Completely equipped pool car department is maintained.

Write for Further Particulars

TERMINAL WAREHOUSE COMPANY DELAWARE AVE. AND FAIRMOUNT, PHILADELPHIA

MEMBERS: A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, Inc.

2 Broadway, NEW YORK CITY 219 E. North Water St., CHICAGO 625 Third St., SAN FRANCISCO
Phone: Bowling Green 9-0986 Phone: Sup. 7180 Phone: Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers



Motor Truck Service

Our large fleet of modern motor trucks make "store door" deliveries throughout the Philadelphia trading zone, and can provide "next morning" deliveries anywhere within the section shown on map above.

Interpretative Bulletin No. 6 of the "service establishment" exempted by Congress.

Judge MacSwinford's opinion concluded with, "It (the warehouse) is, however, a handler of a product moving in interstate commerce and thereby comes squarely within the definition of 'producer' as defined in Section 3(j)."

Section 3(j) of the Wage and Hour Law defines "produced" as, "produced, manufactured, mined, handled, or in any other manner worked on in any State; and for the purposes of this Act an employee shall be deemed to have been engaged in the production of goods if such employee was employed in producing, manufacturing, mining, handling, transporting, or in any other manner working on such goods, or in any process or occupation necessary to the production thereof, in any State."

New Atlanta Offices Opened by Campbell Soup

Announcement was made of the opening of a new office of the Campbell Sales Co., subsidiary of the Campbell Soup Co., in the Terminal warehouse in Atlanta, with John B. Moran as sales manager of the Southern division, and Joe L. Lowe as district manager for Georgia and Alabama.

Mr. Moran came to Atlanta directly from Camden, N. J., home office for the Campbell Soup Co., where he was located for several years.

Smith Leases New Buildings in Washington, D. C.

Smith's Transfer & Storage Co., Washington, D. C., has leased 2 new fireproof buildings to take care of at least 150 loads with business such as to possibly require a third lease in the future. The Smith truck fleet has been increased. In 2 yrs., the business has increased 25 per cent.

Southwest Freight Bureau Moved

Due to the recent acquisition of the Mart Building at St. Louis by the U. S. Government as a storage depot

for defense supplies, the Southwestern Freight Bureau offices have been moved to the 11th floor of the Syndicate Trust Bldg. The new quarters are being remodeled and air-conditioned and will include one floor of the old Century Bldg. where the Southwestern Bureau was located before moving to the Mart Bldg. For the present, many of the meetings are being held at the Statler Hotel.

Consular Invoices on Parcel Post to Brazil

The Brazilian Consul General at New York has announced that, effective immediately, parcel post shipments to Brazil with a value of more than \$25 must be covered by consular invoices in addition to the previously required commercial invoices.

Ultimate Consignee's Name on Export Declarations

In respect of all merchandise intended for exportation after July 27, 1941, states a section from the Treasury Decision 50433, there shall be submitted with each export declaration, a list or statement showing the name and address of each ultimate consignee of the merchandise, unless such names and addresses are set forth in the appropriate export declaration. If the ultimate consignee, consignor, shipper or other person having an interest in the merchandise or in the transaction is named in the proclaimed list of certain blocked nationals, the exportation shall not be permitted except upon presentation of a license issued pursuant to Executive Order No. 8339, as amended, or instructions from the Treasury Department authorizing the transaction.

Compliance with the above regulation is accomplished by inserting the words "Ultimate Consignee," followed by the name and address of the consignee, on the export declaration and copies thereof for all shipments.

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

PITTSBURGH, PA.

W. J. Dillner TRANSFER & STORAGE CO.



STORAGE, PACKING, CRATING and SHIPPING
POOL CAR DISTRIBUTION
LONG DISTANCE HAULING

2748 West Liberty Ave., Pittsburgh, Pa.

Members of N.F.W.A.—A.T.A.—P.F.W.A.—P.M.T.A.

Agent for Allied Van Lines, Inc.



PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

Established 1911

EXHIBITORS' SERVICE COMPANY

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—94
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

2 WAREHOUSES
17th AND PIKE STS.
13th AND PIKE STS.

QUARTER MILLION FEET OF SPACE

*In the Heart of
Pittsburgh's
Jobbing District*

STORAGE IN TRANSIT
POOL CAR DISTRIBUTION
COMPLETE TRUCKING FACILITIES
PRR SIDINGS

Also operators of

WHITE MOTOR EXPRESS CO.

Established 1918

WHITE TERMINAL COMPANY

17th AND PIKE STS.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D. L. & W. and D. & H. Sidings

Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

12 Car Track Located on Lehigh Valley RR. Switches
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

80-90 Dudley St.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

Fleet of Long Distance Moving Vans
Member National Furniture Warehousemen's Assoc.
Agent for Allied Van Lines, Inc.



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Terminal Warehouse Company of R. I., Inc.

storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

COLUMBIA, S. C.

Distribution Center of South Carolina

CAROLINA BONDED STORAGE CO.

Est. 1928

General merchandise and household goods
storage.

Pool Car Distribution. Private rail sidings.
Sprinkler equipped warehouse.



GREENVILLE, S. C.

*"The Heart of the Piedmont"***TEXTILE WAREHOUSE CO.**

Est. 1928

511-13-15 Rhett St.

**GENERAL MERCHANDISE—H.H.G. STORAGE****Pool Car Distribution—Motor Truck Service****Low Insurance Rate****Private Siding**

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments solicited. Prompt remittance made.

Pool Cars distributed.

MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

S. S. DENT, Pres.

General Whse. & Dist. Co.

435 So. Front St.

"Good housekeeping, accurate records, Personal Service"
Located in the center of the Jobbing & Wholesale District

Sprinklered

Low Insurance

Private R. R. siding

Perfect service



MEMPHIS, TENN.

W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.25 per \$1,000 per Annum

Distribution a Specialty.

Merchandise storage, dependable service, free switching, Local cartage delivery, Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A.D.T. watchmen.

NASHVILLE, TENN.

124 FIRST AVE. N.

BOND, CHADWELL CO.**MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.**

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.**MERCANTILE AND HOUSEHOLD STORAGE****WAREHOUSE STOCK and POOL CAR DISTRIBUTION****Automatic Sprinkler System—Centrally Located**

NASHVILLE, TENN.

ESTABLISHED 1886

THE PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and Pool Car Distribution—Private Siding

BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas

Merchandise and Household Goods Warehouse, Concrete Construction 30,000 Sq. Ft. Distribution of Pool Cars Transfer Household Goods
Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.

CORPUS CHRISTI, TEXAS

CORPUS CHRISTI WAREHOUSE AND STORAGE COMPANY

Located AT PORT SITE adjacent to docks NAVIGATION DISTRICT NO. 1

Storage**Distribution****Drayage****MERCHANDISE EXCLUSIVELY**96,400
Sq. Ft.
SprinkleredRepresented by
ALLIED DISTRIBUTION INC.
NEW YORK 11 WEST 42ND ST. PENN. 6-0967

CHICAGO 1525 NEWBERRY AVE. MON.5531

Low Insurance Rates

Member: Southwest Warehouse and Transfermen's Ass'n

CORPUS CHRISTI, TEXAS

Robinson Warehouse & Storage Co.

General Offices: 1500 N. Broadway, Corpus Christi

*Specialists in***General Merchandise Storage—Pool Car Distribution**

Public Bonded Warehouses at Aliso, Corpus Christi, Harlingen and Victoria . . . Daily and overnight common carrier Motor Freight Service to Houston, San Antonio, Austin, Laredo and Rio Grande Valley, serving all intermediate points. Expert Handling: Inquiries invited.

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Our modern centrally located fireproof warehouse is completely equipped to serve you with over 75,000 square feet of merchandise & household goods storage space.
MOVING—STORAGE—PACKING—SHIPPING

Since 1875

BINYON-O'KEEFE
Fireproof Storage Co.
Dallas

Since 1875



Associated with Distribution Service, Inc.

DALLAS, TEXAS

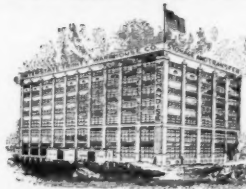
ESTABLISHED 1875

DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.**Second Unit Santa Fe Building, Dallas, Texas****Modern Fireproof Construction—Office, Display, Manufacturers, and Warehouse Space**Operators of the Lone Star Package Car Company (Dallas and Fort Worth Divisions)
H. & N. T. Motor Freight Line
Agents for Allied Van Lines, Inc.A.W.A., N.F.W.A., American Chalk of Warehouses
MEMBERS Southwest Warehouse & Transfermen's Ass'n. Rotary Club

DALLAS, TEXAS

INTERSTATE-TRINITY WAREHOUSE COMPANY

301 North Market St., Dallas

Merchandise Storage and Distribution**Household Goods Storage, Moving & Packing****Long Distance Hauling**R. E. ABERNATHY, Pres.
J. H. CHILES, Vice-Pres.Represented by
NEW YORK ALLIED DISTRIBUTION INC.
11 WEST 42ND ST. PENN. 6-0967

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DALLAS, TEXAS

Merchants Cold Storage of Dallas Bonded**470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution**

1301-7 Broom St.

P. O. Box 5088



DALLAS, TEXAS

A Complete Merchandise Warehouse Service

MORGAN WAREHOUSE, INC.

Houston Street at McKinney Avenue

Merchandise Storage—Warehouse Space For Rent

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

Personnel

(Continued from page 26)

cision of Mr. Bailey to remain on the West Coast is responsible for his move.

R. L. Shepard has resigned as manager of the Portland (Ore.) Traffic Assn. to become manager of the Seattle Traffic Assn. Assisting him will be L. S. McIntyre, for the past 18 yrs. traffic manager of the Seattle Chamber of Commerce. Headquarters will be at the Chamber of Commerce Bldg. Control of the new association will be through a 15-man executive committee, of which J. B. W. Duncan, traffic manager of Bemis Bag Co., is chairman. The vice-chairman is H. T. Chapman, president, Port of Seattle; secretary-treasurer, C. F. Clise, president, Securities Mortgage Co.

J. S. Rostad, traffic manager of Eyres Transfer & Warehouse Co., Inc., Seattle, will also handle the duties of superintendent of transportation, formerly handled by Les Forkner who recently died. Bob Seymour, formerly with Lomax-Grimmer Warehouses in Spokane, has been added to the traffic department.

Chas. A. Bland, traffic analyst of the Board of Harbor Commissioners, Long Beach, Calif., has had his title changed to port traffic manager.

Leslie C. Allman, vice-president, and Elmer G. Gove, treasurer, have been elected to the board of directors of the Fruehauf Trailer Co., Detroit.

Dr. Truman C. Bigham, professor of economics at the University of Florida, Gainesville, has become secretary of the Board of Investigation and Research, created by the Transportation Act of 1940.—*Lord.*

J. L. White has become assistant director of transportation, Office of Price Administration, according to G. Lloyd Wilson, director. J. H. Eisenhart continues as assistant director of transportation and transportation counsel. Mr. White has been transportation consultant of the National Resources Planning Board since 1938 and has had 35 yrs. of transportation and commercial experience.—*Manning.*

Lee Adams, traffic manager of the Quaker Oats Co. at Cuyahoga Falls, Ohio, has been elected commander of the local American Legion Post.—*Kline.*

F. J. Larkin, traffic manager of the Woodville Lime Products Co., Toledo, is instructor in a beginners' course in traffic management at the Toledo Y.M.C.A. evening school.—*Kline.*

H. C. Trombly, general manager, northeastern dept., Railway Express Agency, has been nominated president of the Traffic Club of New England. Other nominations are as follows: vice-presidents, G. H. Albee, traffic manager, S. D. Warren Co.; F. S. Leddy, assistant to general traffic manager, N.Y.N.H.&H.; Morrill Wiggin, president, Manufacturers Warehouse; and T. F. Williams, general agent, Lehigh Valley Railroad; secretary-treasurer, P. L. Stuart, traffic manager, Sprague Steamship Agency, Inc.

DALLAS, TEXAS

SPECIALIZING

**MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION**

**SERVING THE GREAT
SOUTHWEST AREA**

**EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT**



**KOON-McNATT STORAGE & TRANSFER CO.
911 MARION ST.**

**CONTRACT OPERATORS FOR ALL RAIL
LINES AND UNIVERSAL CARLOADING &
DISTRIBUTING COMPANY**

**Over 10,000,000 Pounds of Freight Handled Monthly
for Dallas Shippers**

DALLAS, TEXAS

Member of S.W.A.



**The
Southwest's
Warehouse
of
Service**

TEXAS AND PACIFIC TERMINAL WAREHOUSE CO.

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

**Warehouse also
in Fort Worth**

**Air conditioned office and warehouse space—
Cooler Rooms, Ample parking room for trucks
and cars. Low insurance rates.**

EL PASO, TEXAS

*"Bankers of Merchandise"
"Service With Security"*

International Warehouse Co., Inc.

1601 Magoffin Ave.

El Paso, Texas

**Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos
& Merchandise. State and Customs Bonded.
Private Trackage—T. & P. and So. Pac. Rys.
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920
Members—NFWA—SWTA—Agent for Allied
Van Lines, Inc.**



EL PASO, TEXAS

Security Fireproof Storage Co.

224 No. Campbell St.

MEMBER

**Specializing in Merchandise Distribution
Complete Service—Centrally Located
Make Us Your Branch—Inquiries Solicited**



FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

**Our modern Centrally located fireproof warehouse is completely equipped to serve
you with over 90,000 square feet of merchandise & household goods storage space.
MOVING—STORAGE—PACKING—SHIPPING**



**Since
1875**

**BINYON-O'KEEFE
Storage Co.
Fort Worth**

**Since
1875**



Associated with Distribution Service, Inc.

FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service

**MERCHANDISE STORAGE — COLD STORAGE — POOL
CAR DISTRIBUTION — FRISCO R.R. SIDING
MODERN — FIREPROOF WAREHOUSE**

JOHNSON STORAGE & DISTRIBUTING CO., INC.

**AND
JOHNSON MOTOR LINE**

801 W. VICKERY BLVD.

FT. WORTH, TEXAS

FORT WORTH, TEXAS

Agents—ALLIED VAN LINES, INC.

Storage, Cartage, Pool Car Distribution



O. K. Warehouse Co., Inc.

255 W. 15th St., Fort Worth, Tex.



HOUSTON, TEXAS

BINYON-STRICKLAND

WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.

Goliad & Morin Sts.

Houston

HOUSTON, TEXAS

Better Warehousing in HOUSTON

We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

HOUSTON CENTRAL WAREHOUSE CO.
Commerce and San Jacinto Houston, TexasRepresented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
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HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company

General Storage Cold Storage U. S. Custom Bonded

A. D. T. Service Pool Car Distribution

Office Space Display Space Parking Space

Lowest Insurance Rate

New York Representative
Phone Plaza 3-1235Chicago Representative
Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Merchandise and Household Goods Storage

Pool Car Distribution

Sprinklered—A.D.T. Watchmen

Shipside and Uptown Warehouses

Operators—Houston Division

Lone Star Package Car Co.

1117 Vine St. Agents for Allied Van Lines, Inc.

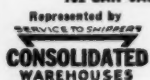
Members N.F.W.A.
State and Local Assn.

HOUSTON, TEXAS

In the Heart of the Business District, Use

QUICK SERVICE WAREHOUSE & COLD STORAGE, INC.

101 SAN JACINTO STREET AND 2416 COMMERCE STREET

Represented by
FIREPROOF CONSTRUCTION — 8 & 9¢ Insurance Rate

Merchandise Storage — Cold Storage & Cooler Vaults

U. S. Custom Bonded — Packing Rooms

Pool Car Distribution

MOP SIDINGS

HOUSTON, TEXAS

MERCHANDISE DISTRIBUTION

COMMERCIAL STORAGE—

OFFICE SPACE — PARKING SPACE

T. P. C. STORAGE & TRANSFER CO., INC.

2301 Commerce Ave.

HOUSTON, TEXAS

W. E. FAIN, Owner and Manager
Established 1901

TEXAS WAREHOUSE COMPANY

Thirty-nine Years

Under Same Continuous Management

MERCHANDISE EXCLUSIVELY

Pool Car Distribution

Sprinklered Throughout

A.D.T. Supervised Service

Guy Gundaker, Jr., has become manager, and F. R. Stanford, operators manager for the B. F. Goodrich Co., Akron.

Frank S. Clay has succeeded Ralph H. Shepherd as secretary-manager of the Portland (Ore.) Traffic Assn. Mr. Shepherd is the manager of Seattle's new traffic association. Mr. Clay has been traffic manager of Kerr Gifford & Co., Portland, a position he has held since 1924.

R. M. Tyler, of the Standard Storage Co., Brighton, Mass., a former president of the Massachusetts Warehousemen's Association, has removed to Portland, Me., where he is interested in operating the Galt Block Warehouse Co.—Wellington.

R. K. Hunter has become port traffic manager of the Port of San Francisco, effective Nov. 15. Mr. Hunter has been connected with the Luckenbach Steamship Corp. since 1925 and has had wide experience in many phases of transportation.—Gidlow.

Clarence D. Coggeshall

CLARENCE D. COGGESHALL, 68, president of the Federal Storage & Van Co., Inc., Tulsa, Okla., died Oct. 22 after a heart attack. Mr. Coggeshall was found in an alley where he had collapsed following the heart attack. He was pronounced dead upon arrival at a hospital.

Mr. Coggeshall came to Tulsa in 1903 where he opened a real estate business which he operated until his death. He organized the Federal Storage Company in 1926 and assumed active membership 6 yrs. later.

A native of Richmond, Ind., he moved to Kansas City, Mo., with his parents when he was 12. He attended Penn College, a Quaker school at Oskaloosa, Iowa, and moved to Des Moines upon graduation, where he entered the real estate and insurance business. He came to Tulsa from Des Moines.

He was a member of the Delta Lodge of the Masonic order. He is survived by his widow, a son, Robert D., a brother, Ralph O., and a sister, Mrs. Nova Henlein of San Francisco.

Bernard J. Morgan

BERNARD J. MORGAN, owner of the Morgan Transfer Co., Laramie, Wyo., died Sept. 2 in Rochester, Minn.

E. H. Hart

E. H. HART, owner of the Hart Storage and Warehouse Service Co., Fort Lauderdale, Fla., died Sept. 20.

Thomas W. Martin

THOMAS W. MARTIN, 58, manager of the United Warehouse Co., Seattle, Wash., died Nov. 4 in a local hospital. He was a native of Minneapolis and has lived in Seattle 31 yrs. Mr. Martin was an Elk. Surviving are his widow, a son Harold, and a sister.

Oran J. Brown

Oran J. Brown, 52, traffic manager of the Koehring Co., Milwaukee, died in September. He joined that company in 1922 and had been its traffic manager for the past 10 yrs. He is survived by his widow and 2 sisters.—W.T.N.B.

John E. De Shazo

JOHN E. DE SHAZO, traffic manager of the Plymouth Cordage Co., New York, died Oct. 18. He was 56. Mr. De Shazo was born in Mayo Forge, Va., and started his business career as assistant to the traffic manager of the Norfolk & Western R.R. He joined the Plymouth company in 1929. Survivors include his widow, a son, a sister, and 2 brothers.—Jones.

D and W, December, 1941

SHIPPERS' SERVICE SECTION

VIRGINIA

HOUSTON, TEXAS

Agent for Allied Van Lines, Inc.

UNION Transfer & Storage Co.

1113 Vine St. P.O. Box 306

Forwarding and Distributing

MERCHANDISE STORAGE

Warehouse Sprinklered Throughout

Supervised by A.D.T. Service

SERVICE THAT COUNTS

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution

Sprinklered—A.D.T. Watchmen

— U. S. Customs Bonded —

— Office Space —

New York Representatives: **DISTRIBUTION SERVICE, INC.**
2 BroadwayChicago Representatives: **DISTRIBUTION SERVICE, INC.**
219 E. North Water St.

Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

WESTHEIMER Transfer and Storage Co., Inc.

OVER 50 YEARS IN HOUSTON

Fireproof Warehouse

Merchandise & Household Goods Storage—Pool Car Distribution—

LIFT Van Service—20 car lengths of trucks

Agent for Allied Van Lines, Inc. Members N. F. W. A. State and Local Assn.



SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.

Complete Storage and Distribution Service

over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

Merchandise

Household Goods

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.

BONDED

FIREPROOF

POOL CAR DISTRIBUTORS

STORAGE AND DRAYAGE

Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.

HOUSEHOLD - MERCHAN-

DISE - COLD STORAGE -

CARTAGE.

DISTRIBUTION

INSURANCE RATE . . . 10c

Members of 4 Leading Associations



SAN ANTONIO, TEXAS

**SOUTHERN TRANSFER & STORAGE CO.**

Specialists in Merchandise Distribution

FIREPROOF BONDED STORAGE

Represented by

ALLIED DISTRIBUTION INC. CHICAGO

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OGDEN, UTAH

MEMBER OF A.W.A.

WESTERN GATEWAY STORAGE CO.

GENERAL WAREHOUSING

POOL CAR DISTRIBUTION

MERCHANDISE AND COLD STORAGE

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution.

Office Facilities.

Member A. W. A.



SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced concrete Sprinklered Space

Insurance Rate 11 Cents

CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by

DISTRIBUTION SERVICE, INC.

New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

Storage—Pool Car Distribution

KEYSER MOVING AND STORAGE CO.

Est. 328 West 2nd South 1910

72,000 sq. ft. space. Reinforced concrete and brick. Dignified, accessible, and central location. U.P. spur with free switching from or to other lines. P-U&D service rail or truck. Systematic delivery service twice daily. 98% Co-ins. rate 1946 per \$100.00. A.D.T. automatic burglar and fire protection. Office and desk space available.

Member AWA—UWU—UWA—AWI



SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE

SECURITY STORAGE & COMMISSION CO.

230 S. 4TH WEST STREET

Over 32 Years' Experience

Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.

New York Chicago
250 Park Ave. 55 W. Jackson Blvd.MEMBER:
A.W.A.—U.W.A.

NORFOLK, VA.

HOUSEHOLD MERCHANDISE

AUTOMOBILE STORAGE

NEW-BELL STORAGE CORPORATION

NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE

80,000 SQUARE FEET PRIVATE RAIL SIDING

Lowest Insurance Rate in Norfolk. Pool Car Distribution

WE SPECIALIZE IN MERCHANDISE STORAGE

AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY

Member N.W.A. & S.W.A.



NORFOLK, VA.

Serving—Va. Beach, Ft. Monroe, Newport News, Williamsburg
and Tidewater Virginia.**Security Storage and Van Corp.**

530 FRONT STREET

Norfolk's Finest Fireproof Furniture Warehouse

Motor Van & Lift Van Service

Collections — Distribution

Member—NATL FWA—ALLIED VAN LINES

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

NORFOLK, VA.

Established 1892

SOUTHGATE

STORAGE COMPANY, Inc.



For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

MEMBER:
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A.W.A.
S.W.A.
U.S.C.W.O.

Write for Booklet—"7 POINT DISTRIBUTION"

RICHMOND, VA.

63 Years of Uninterrupted and Expert Service

BROOKS TRANSFER AND STORAGE CO., Inc.

1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—810,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States—Freight Truck Line.

Member of N. F. W. A.—A. V. L.—A. T. A.

RICHMOND, VA.

DILLARD CARTAGE CO.

Freight Hauling — Contractors Hauling

Specializing in
Pool Car Distribution

Quick Handling of Stop Over Cars—Prompt Returns
Complete Facilities for Motor Freight Lines

RICHMOND, VA.

THE W. FRED. RICHARDSON

Security Storage Corporation

PACKING FOR SHIPMENT

Local and Long Distance Movements

ESTABLISHED 1897

Agent for Allied Van Lines, Inc.

STORAGE
HOUSEHOLD
GOODS

OBJECTS OF ART
FURS - RUGS
VALUABLES

RICHMOND, VA.

160,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION

ESTABLISHED 1908 1709 E. CARY ST.

U. S. BONDED & PUBLIC WAREHOUSES
MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR

Member A.W.A.
BUILDINGS SPRINKLERED

ROANOKE, VA.



H. L. LAWSON & SON

Finance and Storage


Pool Car Distributors
General Merchandise Storage

421-25 EAST CAMPBELL AVE.
ROANOKE, VIRGINIA

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars



Automatic Sprinkler
Accurate Accounting

Private Railroad Siding

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.
Member of American Chain of Warehouses

SEATTLE, WASH.

"SEATTLE'S SHIPSIDE WAREHOUSE"

ACHESON TERMINALS

FOOT OF JACKSON STREET

Affiliated with Seattle's largest draying service—200 Black Ball trucks and trailers. Covering all ports of Puget Sound via Black Ball ferries and Black Ball Freight Service.

R. J. ACHESON, PRESIDENT

SEATTLE, WASH.

EYRES TRANSFER & WAREHOUSE CO.

A Seattle Institution—52 years of outstanding service

Cartage

Distribution

Storage

Highest financial rating; new fireproof, A.D.T. sprinklered buildings; lowest insurance rate (10.2c); modern equipment.

"The Shippers' Open Door to Alaska and the Orient"

SEATTLE, WASH.

LET LYON GUARD YOUR GOODS



Carload Distributors

PORTLAND, Ore. SEATTLE
2333 N. W. Westover Rd., 2630 Dexter Ave.
Walter Holleque, Mgr. Dean McLean, Mgr.

SEATTLE, WASH.

J. R. GOODFELLOW, Pres.

OLYMPIC WAREHOUSE & COLD STORAGE CO.

MERCHANDISE STORAGE & DISTRIBUTION

1203 Western Avenue Seattle, Wash.
Cold Storage — Dry Storage — Rentals — Pool Car Distribution — Office Rentals
Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding connects with all rail lines.
Bonded U. S. Customs; State License No. 2; State Liquor Control Board.
Member of A.W.A. (C.S.) Wash. State Whmsa. Assoc.

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN A-CHAM 1575 NEWBERRY AVE. MON 5551

Factories on the Move

(Continued from page 29)

Co., Lansing, Mich., for conversion for plant of about 450,000 sq.ft. of floorspace for production of airplane propellers for Government. Fund of about \$8,500,000 has been secured through Defense Plant Corp., Washington, for project. Company also will use another part of former Reo works for manufacture of aircraft engine parts for Government.

M. B. Austin Co., 108 South Desplaines St., Chicago, electrical conduits and other electrical products, has let general contract for new one and 2-story plant in Northbrook section, 100 by 160 ft. Cost close to \$80,000 with equipment.

Continental Radio & Television Corp., 3800 Cortland St., Chicago, manufacturer of record changers, and radio-phonograph combinations, is erecting a new factory at 4150 N. Knox Ave., that city, in which to handle Government contracts for radio equipment. New plant will be one story in height, contain 50,000 sq. ft. and cost about \$250,000.—Slawson.

Chicago Metal Hose Corp., 1315 S. 3rd Ave., Maywood, Ill., is constructing a new plant at Elgin, Ill., to provide for expansion required to handle orders for National Defense.—Slawson.

Apex Motor Fuel Co., 1401 West North Ave., Chicago, is constructing a new plant at Kedzie Ave. and the Sanitary Ship Canal, that city, to facilitate handling of tank car and barge shipments.—Slawson.

Inland Steel Co. has started construction of a new \$34,000,000 plant on a 50-acre plot across from its

present plant in the Indiana Harbor district adjacent to Chicago's southside steel mill area.—*Slawson.*

Accurate Electro Plating, Inc., 3344 No. 10th St., Philadelphia, metal products, has purchased a building at 11th and Westmoreland Streets, for expansion.

Socony-Vacuum Oil Co., Philadelphia, plans new bulk oil storage and distributing plant on East Lake Road, Erie, Pa. Cost close to \$100,000 with equipment.

Diamond Alkali Co., Pittsburgh, Pa., has arranged with Government for proposed metallic magnesium plant at Painesville, Ohio. Cost about \$16,000,000, fund in that amount to be furnished by Defense Plant Corp.

Omar Tool & Machine Co., St. Louis, contemplates building a plant at Palm Street and Natural Bridge Avenue. Cost over \$65,000 with equipment.

Amalgamated Sugar Co., Ogden, Utah, plans new beet sugar mill at Nampa, Idaho. Cost close to \$2,000,000 with equipment.

Kalunite, Inc., Salt Lake City, Utah, raw materials, plans 2 new works at Marysville and Lehi, Utah, respectively, for production of alumina for Government. Both plants will cost about \$2,000,000, equally divided, appropriation in that amount to be secured through Defense Plant Corp.

Liquidometer Corp., 36-16 Skillman Ave., Long Island City, New York, liquid level gages for tanks, etc., plans new 2-story factory at 41-95 Thirty-sixth St. Cost over \$60,000 with equipment.

Production Engineers, Inc., 64-25 Admiral Ave., Maspeth, Long Island, N. Y., tools and precision equipment, has leased one-story building near Brentwood, Long Island, N. Y., and will remodel for production of aircraft equipment for airplane manufacturers in Farmingdale, Long Island, district.

National Can Corp., 110 East 42nd St., New York, has made award for one-story storage and distributing plant at Sharon, Pa. Cost close to \$125,000 with equipment.

Thomson Equipment Corp., 169-18 Hillside Ave., Jamaica, Long Island, aircraft parts and accessories, has leased one-story building at Thirty-seventh Ave., and Twenty-second St., Long Island City, for plant, and will remove to new location and increase capacity.

Western Electric Co., 100 Central Ave., Kearny, N. J., has leased several one-story buildings, about 95,000 sq. ft. of floorspace, on 5-acre tract, on Avenue A, Bayonne, N. J., and will improve for new branch works.

Elastic Stop Corp., 2330 Vauxhall Road, Union, N. J., self-locking nuts, etc., has let general contract for design and erection of one-story addition, 140 by 250 ft. Cost about \$125,000 with equipment.

International Telephone & Radio Mfg. Co., Newark, N. J., has leased 3-story building at Verona Ave. and Oraton St., for new plant for manufacture of electrical apparatus.

Hollup Corp., Division of National Cylinder Gas Co., 2257 West 47th Place, Chicago, will begin superstructure soon for new one-story plant, about 100,000 sq. ft. of floorspace. It will be located on 4-acre tract at 4700 W. 19th St., recently purchased by parent company. Present plant at first noted location has been sold and works will be removed to new plant, where large increased capacity will be developed. Cost more than

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\$200,000 with equipment. Completion is scheduled in November.

M. B. Austin Co., 108 South Desplaines St., Chicago, electrical products, has asked bids in general contract for new one and 2-story plant in Northbrook section, about 100 by 160 ft. Cost close to \$80,000 with equipment.

The Campbell Metal Window Co., subsidiary of Truscon Steel Co., is planning to close its Baltimore, Md., plant, and later move its equipment to the Youngstown plant of the Truscon firm, according to the company. The equipment will be stored, pending later installation, because Truscon plants are working on defense contracts.

Scott Paper Co. has made an agreement with International Paper Co., to purchase from the latter some of its subsidiaries, plants and manufacturing facilities at Marinette, Wis., and Glens Falls, N. Y. Scott proposes to operate these mills as a separate organization through the Marinette Paper Co.

Chipman Chemicals, Ltd., Winnipeg, Man., has acquired a site in Vancouver, B. C., on which it plans to build and operate a plant for the manufacture of chemical weed killing products. Plans provide for a new unit to cost more than \$50,000 with equipment.

Canadian Resins & Chemicals, Ltd., a subsidiary of the Shawinigan Water & Power Co., Ltd., Montreal, plans expenditure of \$1,500,000 for construction of a modern plant in Shawinigan Falls, Que., to be equipped for the manufacture of plyomylchloride rubber substitutes.

o o o

Construction will start at once on the \$16,750,000 anhydrous ammonia plant to be erected at Louisiana, Mo., for the War Department. The Hercules Powder Co., Wilmington, Del., will operate the plant. The contracts were let on a cost-plus-fixed-fee basis.

o o o

A factory building with about 50,000 sq. ft. of floor space will be erected by the Pittsburgh Corning Corp. at Port Allegany, McKean County, for the manufacture of cellular glass. The product is a comparatively new development used for all types of insulation.

o o o

The H. McKenna, Inc., whiskey distillery at Fairfield, Nelson County, Ky., has been sold to Distillers Corp.-Seagrams for \$950,000.

o o o

A new \$2,750,000 synthetic rubber plant will be built by the Hycar Chemical Co., at Louisville, Ky., according to officials of the company. The plant, to be constructed under a lease agreement with the Defense Plant Corp., will be built adjoining the B. F. Goodrich company's new factory, which is under construction. The plant will make synthetic rubber from petroleum products for use in de-icers and bullet-sealing gas tanks. The company claims the plant will have an initial production capacity of 10,000 long tons annually.

A.T.A. Convention

(Concluded from page 31)

termaster General, warned motor transport operators not to become "complacent" and "overconfident" because they have been successful to date in meeting the defense emergency. The real test lies ahead, he asserted. Soon it will be a question not of how much traffic the carriers get but how they handle what is offered. Cooperation is the answer, he said.

According to Major Lasher, his office at Washington routed 400 truckloads over the lines of motor carriers in the first 3 mos. of 1941. The figure jumped to 1,600 truckloads in the 2nd quarter of the year, 3,100 truckloads in the 3rd quarter, and about 2,000 truckloads in October. "This industry," he stated, "has been given recognition in the transportation world, and the War Dept. fully recognizes that there is a definite place for motor carriers in its transportation requirements. That the motor carriers are indispensable and have taken their place along with other bulwarks in the defense of a great Nation, is a well-established fact."

Jack Garrett Scott, chief, law and enforcement section of the I.C.C.'s Bureau of Motor Carriers, warned that the leasing of equipment to evade the rate and operating authority parts of the law would not be permitted, this situation being based on a decision of the Commission that ruled that leased equipment could be used where the operator of it assumed the responsibility for its operation. The important question, he asserted, was to determine "Who is in the saddle?"

The truckers were forewarned by the aviation industry that in the not too distant future, air cargo hauling would be really competitive, not because of the use of present equipment, but a presently to be announced type which will carry 3 to 4 gliders, each of which will be released with a 5-ton load just before the powered plane reaches a city. The gliders will not be towed, but are carried in a compartment at the rear

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of the plane. Costs with this type of service are estimated at 5 cents per ton-mile. The powered plane will also carry a payload of from 5 to 6 tons which will be disposed of at the end of the route.

The A.T.A. truck "rodeo," introduced in 1937 for the purpose of encouraging self-improvement among truck drivers and to bring public attention to the measures taken by trucking in general to bring about safe driving and courtesy, was this year held at Madison Square Garden, and represented the culmination of a series of elimination contests held throughout the country before this final event. The following were the winners:

Straight truck class—First, Charles Goins, of Trucking, Inc., Indianapolis, driving an International; Second, P. C. Hoover, Riley Truck Lines, Pratt, Kansas, who drove an International; Third, Patrick Weekley, Kirk Transportation Co., Detroit, who drove a White.

Tractor semi-trailer class—First, Bud Vandiver, Colorado-Wyoming Express, Denver, who drove an International tractor and a Fruehauf semi-trailer; Second, Edson Smith, Kirk Transportation Co., Detroit, who drove a Mack-Fruehauf combination; Third, Thomas Doyle, Atlantic States Motor Freight Line, Atlanta, who drove a White-Fruehauf combination.

In the elections, the following besides Mr. Rodgers were re-elected: Chester G. Moore, secretary; James B. Godfrey, Jr., treasurer; H. D. Horton, first vice-president; Henry E. English, 3rd vice-president, and C. J. Williams, 4th vice-president. J. P. Spaenhow, of Stockton, Cal., replaced O. H. Scott, Los Angeles, as 2nd vice-president. L. B. Brown, Houston, replaced D. L. Sutherland, New York, as chairman of the Common Carriers Div. Charles P. Clark, vice-president of Columbia Terminals Co., St. Louis, was re-elected chairman of the Contract Carrier Div.

Huron Processing Plant and Elevator

Directors of the Eastern States Cooperative Exchange have voted an appropriation of \$3,225,000 to build an elevator and processing plant for cattle and poultry feed at Huron, O., as soon as government priorities make it possible. The 90,000 farmer members of the exchange were told the plant is needed now and would be similar to one which the company operates at Buffalo, N. Y. It is expected to produce 25 carloads of feed daily with an eventual capacity of 100 carloads each day.

An elevator for storage of 1,333,000 bushels of grain, a drier to process corn, bins, tanks, mixing lines, car-loading equipment, and unloading facilities to take grain directly from Great Lakes freighters are included in the plans for the Huron development.

The company acquired the site for the mill from the Wheeling and Lake Erie Railroad in 1938 for \$30,000. Plans for immediate production call for one eight-hour five-day week shift to operate the plant.—Kline.

Apples Occupy Most Refrigerated Storage—Require Special Handling

According to C. O. Bratley, Bureau of Plant Industry, U. S. Dept. of Agriculture, apples occupy more refrigerated warehouse space in the United States each year than any other single item. Mr. Bratley warned, however, that cold storage is not a cure-all in the marketing of this product, and stated that success of storage depends in large measure on the quality and condition of the apples when delivered to the warehouse.

There are wide differences in the storage life of different varieties of apples, and almost equally wide differences with a single variety when grown in different orchard regions. McIntosh, for example, grown in New York or New England can be stored until midwinter, but McIntosh from orchards in the Middle Atlantic States are early apples, storable for only a few days. Northern grown Baldwins, Rhode Island greenings, and Northern Spies may be stored all winter, but the same varieties grown farther South are suitable for only brief storage. For safe storage the warehouseman needs to know not only the variety and condition of the stock, but also where it grew.

Great Lakes Carbon Plans New Plant

George Skakel, president of the Great Lakes Carbon Corp., announced plans for immediate erection of a calcined carbon plant which will occupy a 7-acre tract of land at 114th St. and Calumet River, to William J. Kelly, chairman of the Industrial Development committee of the Chicago Association of Commerce.

The plant will employ approximately 100 men during routine operations, and will be served by both rail and water facilities.

Reynolds, Madison, Wis., Completes New 2-Story Warehouse

The new 2-story warehouse of the Reynolds Transfer & Storage Co., has been completed at 725 E. Mifflin St. It is of fireproof construction and will be used for storage of merchandise and household goods. The building, of 15,000 sq.ft. capacity, has a basement and is 57 by 85 ft., with side track on one side and trucking platform on the other. The construction is of the flat slab type, brick and tile walls. The first floor is designed for 250 lbs. per square foot, the 2nd for 150 lbs. The building is located on the C. & N.W. Ry. side track, but there are reciprocal switching privileges so that goods can be shipped by C.M.St.P. & P. and I.C., as well.

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A salute to the National Champion, Bud Vandiver, of Colorado (left), who triumphed over twenty-two other State Champions in the National Rodeo at New York City, the world's greatest competition for transport drivers. And congratulations to Edson Smith (center), State Champion of Michigan, and Thomas Doyle (right), State Champion of Georgia, who finished second and third, respectively.

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